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THE Publishers' Weekly

The American BOOK TRADE JOURNAL

Published by R. R. Bowker Co. at 62 West 45th Street, New York
R. R. Bowker, President and Treasurer; J. A. Holden, Secretary
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English Agent: D. H. Bond, 407 Bank Chambers, Chancery Lane, W. C., London.

VOL. CI. NEW YORK, APRIL 1, 1922 No. 13

The Ayes Have It!

Out of the welter of conflicting reviews and opinions that have greeted (and shown the tremendous interest in) Henry Sydnor Harrison's SAINT TERESA, the fact emerges that the praise far overbalances the attacks. These few brief extracts are typical of the great majority of the early reviews.

"Certainly the most powerful novel of the present season. . . In this book Mr. Harrison is at his best."—*America.*

"A vivid and fascinating creation." —*Chicago News.*

"In every way, one of the most notable American novels of recent years."—*Worcester Gazette.*

"A remarkable piece of fiction, a well-wrought work of art."—*William Lyon Phelps in the New York Post.*

"There never was anything better and truer and more sincere than the terrible, long, hand-to-hand fight which is the inevitable climax of the book." *Alice Duer Miller in the New York Tribune.*

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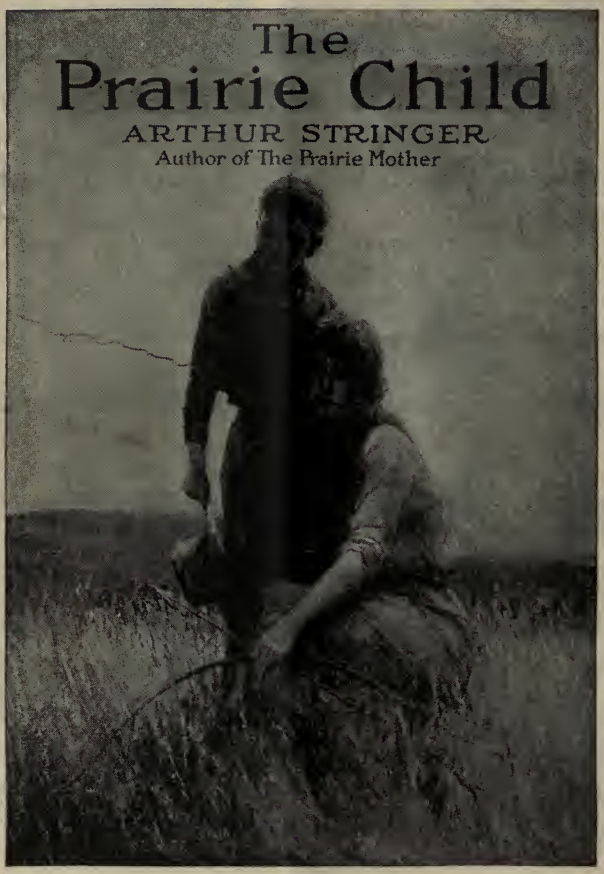

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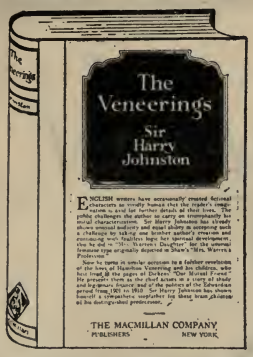

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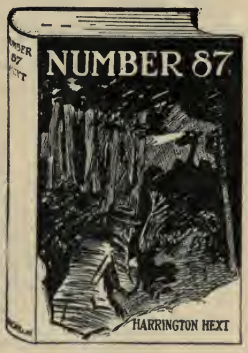

NUMBER 87

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¶ "The Rustle of Silk" will outsell any previous novel by Cosmo Hamilton. To get your share of this sale, use the following dealer helps which we supply without cost to you:

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First Prize Winning Doll, as displayed. The bright colors of the mixed jackets, run around the window, made a striking and attractive display.

FIRST PRIZE, FIFTY DOLLARS:
FRANK SHAY, New York (Doll by Miss Katherine Pierson)

SECOND PRIZE, TWENTY-FIVE DOLLARS:
JOHN V. SHEEHAN & CO., Detroit (Doll by Miss Patricia Hunt)

THIRD PRIZE, FIFTEEN DOLLARS:
LORD & TAYLOR, N. Y. (Doll by Miss Prall and Miss Hayward)

I EXTEND thanks to all the other contestants—some really striking dolls were entered, and they could not fail to help the sales of CYTHEREA where they were displayed. I am also grateful for their courtesy to the judges, Mrs. Lydig Hoyt, Miss Neysa McMein and Mr. Frederic G. Melcher.

CYTHEREA is selling better than ever. It and the new Zane Grey are the only two 1922 books on the "Books of the Month" best-seller list. Acclaimed by such critics as H. L. Mencken, Henry Seidel Canby, Ludwig Lewisohn and N. P. Dawson as a great and fine book, it deserves your best efforts to push it.

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By WILLIAM DANA ORCUTT

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By FRANCES HODGSON BURNETT

Mrs. Burnett's most beautiful romance. *$2.00*

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An original, daring treatment of the eternal triangle. *$1.90*

THE MILLION-DOLLAR SUITCASE
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San Francisco in a good detective story. *$1.75*

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Publishers FREDERICK A. STOKES COMPANY New York

A BIG Display For A BIG Book

WILLIAM MAC LEOD RAINE has written a tense and thrilling tale of the Canadian North-west Mounted Police. The title of it is MAN SIZE—

And it's a MAN SIZE story

HOUGHTON MIFFLIN COMPANY is publishing the book and has planned attention-compelling publicity for it.

A Regular MAN SIZE Campaign

THE MICHAEL GROSS COMPANY has originated and manufactured the window display illustrated below for this big book.

It's a MAN SIZE Display:

Almost four feet long by two feet high, on heavy cardboard. Painting made by a celebrated artist and is lithographed in full color. Display sets up in a jiffy, almost fills a show window and will help the dealer sell not only more MAN SIZE, but more of everything else in the store, for it will bring people to the window and inside the door.

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Window Display Specialists

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BY CHARLES W. WENDTE

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The State of California has recently elected Starr King to be one of the two representative heroes of that state in the National Hall of Fame at Washington. A fascinating biography of a capable man written by a close admiring friend.

244 pages **$3.00 net** **$3.25 postpaid**

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THE BEACON PRESS

25 Beacon Street **Boston, Mass.**

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THE VEHEMENT FLAME

Broad humanity, depth of passion, and frequent contrasting passages of quaint humor combine to make this novel a narrative which grips the emotions and enthralls the reader.

HARPER & BROTHERS, Established 1817

by Margaret Deland

Will be published in May

THE VEHEMENT FLAME shows Mrs. Deland writing with the same tremendous dramatic power that produced *The Awakening of Helena Richie* and *The Iron Woman.* But this new book in its humanity, its passion, its breadth of appeal surpasses any of her previous books. The emotional power of the narrative and the charm of Mrs. Deland's style promise to make it a novel of permanence and the literary event of the year.

The theme of the story is jealousy—a slow, insidious poison which eats body and soul like some corrosive acid. When Maurice Curtis swept Eleanor into a romantic marriage he saw no handicap in the disparity of years between them. At nineteen the future assumes a roseate hue, and his youthful impetuosity finally overrode the objections of the maturer judgment of Eleanor's thirty-nine years. The awakening was not slow in coming. Youth called to youth and it soon dawned upon him that his golden visions of bliss were far from being realized. A grapihc picture is then unfolded to the reader of Eleanor, sensing her hold upon her husband's affections slipping, and a prey to a dreadful jealousy, which drives Maurice to an almost tragic betrayal of his own best instincts. What happens when she discovers *how completely* their marriage has failed, and the tangled skein which they have made of life makes a book full of beauty and love, of passion and tenderness, and in the end light.

In order to facilitate the success which we feel assured this novel will attain we are featuring the *Vehement Flame* in a big National, advertising campaign, and special Window and Counter Displays. We will imprint Post Cards and make every effort to bring this book prominently before the public eye. Price, $2 00.

We recommend "The Vehement Flame" as the novel which comes probably nearer to making the universal appeal than anything published for seasons. Judging by the success attained by "The Awakening of Helena Richie" and "The Iron Woman" it should become the most talked of book of the year. Anticipate your needs and place a generous order now.

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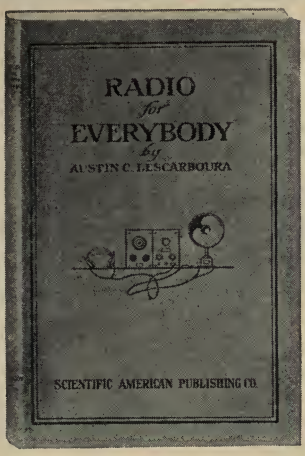

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ALMOST OVERSOLD
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¶THIS book is arranged on an intelligent plan for laymen and for this reason will have an enormous sale. Do not think of ordering less than 25 copies and order to-day. Send for descriptive circular. Now Ready.

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Of Course YOU Are Going to the

AMERICAN BOOKSELLERS' CONVENTION

To be held at the NEW WILLARD HOTEL **WASHINGTON, D. C.**

May 8, 9, 10, and 11, 1922

This is our own Convention, and in order to finance it, a Registration Fee of $10.00 will be charged for every member or guest. This fee entitles you to all the ENTERTAINMENT FEATURES and also your Banquet Ticket.

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The following hotels are within five minutes' walk of Convention Headquarters:

NEW WILLARD HOTEL
Convention Headquarters
Room without bath, $3.00 per day, upward.
Room with bath, $5.00 per day, upward.
Double room with bath, $7.00 per day, upward.

ARLINGTON HOTEL
1025 Vermont Ave.
Double room with bath, two persons, $6.00 day.

THE RALEIGH HOTEL
Room without bath, $3.00 per day, upward.
Double room without bath, $4.00 day, upward.
Room with bath, $4.00 per day, upward.
Double room with bath, $5.00, per day, upward.

THE WASHINGTON HOTEL
Single room with bath, $5.00 per day, upward.
Double room with bath, $8.00 per day, upward.

THE NEW EBBITT
Double room without bath, $4.00 per day.
Double room with bath, $6.00 per day.

SHOREHAM HOTEL
Single room with bath, $5.00 per day, upward.
Double room with bath, $6.00 per day, upward.

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Double room with bath, $5.00 per day, upward.

PROGRAM FEATURES

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By the Hon. W. Clyde Kelly.

Modern Bookstore Management
By John T. Hotchkiss.

The Wrongs and Rights of it
By Everyone in the Book Trade.

ENTERTAINMENT FEATURES

Colonial Ball
To be given by the Ladies.

Moonlight Boat Trip

Train Trip to Mt. Vernon, Alexandria, etc.

Visit to the Congressional Library

Special Notice to Everyone!

Be sure to ask for your Railroad certificate when you buy your ONE WAY TICKET. If 350 follow our instructions, you can buy your return ticket at half price. In this way, you can help the other fellow as well as yourself.

THREE THINGS EVERY BOOKSELLER SHOULD DO:

1. Come to the Convention. 2. Urge other booksellers in your city to come. 3. Bring a new member with you.

REMEMBER THE SLOGAN OF THE LAST CONVENTION:

1,000 New Members by May 1st, 1922——————GO GET EM!

FOR information about books, for good sales talks, for bookselling ideas, for contact with book trade thought and development the most compact and complete sales assistant is the *Publishers' Weekly*. Increased enthusiasm and increased sales result wherever clerks keep abreast of book-trade affairs and ideas.

Special Rates for Clerk's Copies

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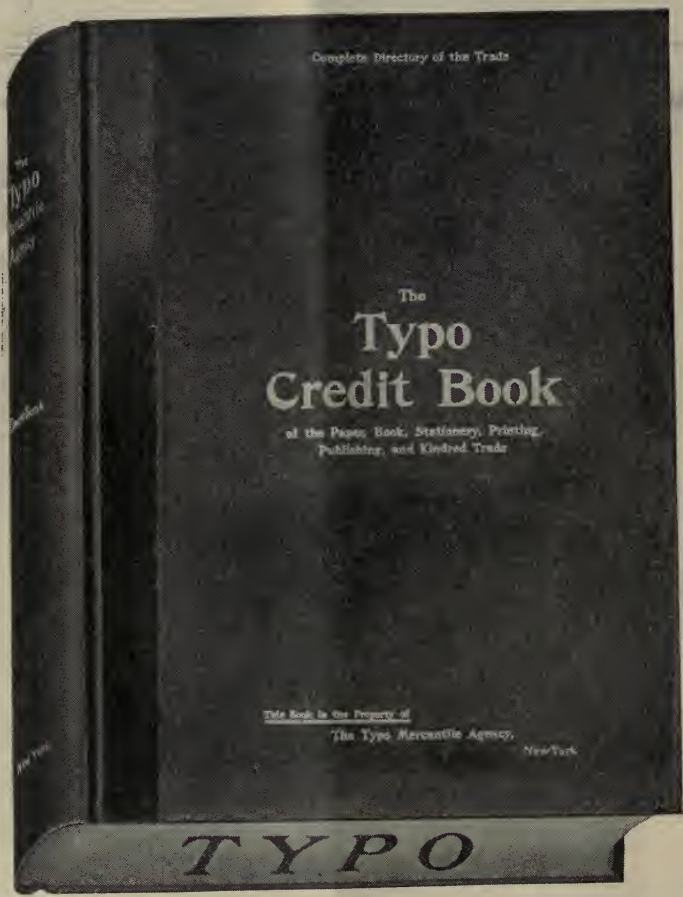

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MAY 10th

[Note change of date from April 24]

A PLAY
A MOVIE
A BOOK

Shipments from stock NOW. Wire your order. Send for advance paper copy, free.

THE REFLECTIONS OF A BOOKSELLER

"Living is a fine art and a man who wishes to live happily must study the art of living."

Now and again I find myself wondering whether my daily tasks are of value to others besides myself; wondering whether I am taking advantage of my opportunities as a bookseller to guide the searching readers (my customers) to the books that would be profitable and helpful to them. And then it is that I chart my course. I say, "This year I will do constructive work. I will avail myself of my opportunities as a bookseller. I will sell books that are at once profitable to me and to my customers."

Rudyard Kipling is the first author I will stress. I can safely say to any of my discriminating customers that:

1. Rudyard Kipling is the greatest English writer now living.

2. Rudyard Kipling has expressed so much of what the Anglo-Saxon race stands for—what it hopes to accomplish—that he has a hopeful message for all of us in this period of reconstruction when we are all groping for a vision of the future.

3. To read Kipling is to get the picture of a civilization—that of my own race, by the way.

4. Rudyard Kipling is a heritage for you, your family, and particularly your children.

And to myself, as I reflect, I say:

A. When I guide my customers to Kipling's books, I am guiding them to helpful books.

B. I make a good profit on every sale of Kipling—because, where I have sold one volume, I shall sell more.

C. Kipling sales have increased steadily for ten years, it is wise for me to capitalize that momentum.

D. My frequent complaint is that the book business gives few opportunities for a large unit of sale. A set of Kipling makes a large unit. Am I salesman enough to effect it?

E. I will ask my best customers what volumes of Kipling are missing from their libraries, and I will encourage the habit of recommending a Kipling volume as a birthday and anniversary gift.

F. Every effort I make to increase the audience and that audience's appreciation of Kipling will be constructive bookselling—and will be part of my effort toward the healthful and sound reconstruction of society.

Kipling's publishers in America are DOUBLEDAY, PAGE & COMPANY, who also publish Joseph Conrad, O. Henry, and Booth Tarkington.

The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
Founded by F. Leypoldt

APRIL 1, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

RELIGIOUS BOOK WEEK
April 2-8

Prices for Old Books

THE bookseller who has an out-of-print volume that does not happen to be in his usual field of trading is very likely to think that the person who may be advertising for it is trying to pick up a bargain in a really valuable book. The advertiser consequently receives quotations on books at prices all out of possible relation to the book quoted. A letter printed in this number shows that one advertiser received from different booksellers quotations on one rather common item ranging from $1.20 to $15.

It is not a safe presumption that a book that has been dropped from the publishers' catalog is from that moment a rare item. The interchange of such material is important in order that the books may reach the places where they are really wanted, and quotations made without any relation to the value should be avoided by dealers. It only creates a feeling that they do not know their business, and the advertiser receiving many post-cards naturally picks the lower priced copies. In the second-hand business, as in new book business, rapid turnover is of real consequence, and turnover is certainly made more rapid by reasonable prices.

Promptness Is Urged

THOSE who are planning to attend the Washington Convention—and apparently there is to be a record attendance—will have to think promptly of hotel accommodations, now that April's here. The headquarters for the Convention is to be at the New Willard, but the Committee is sending out other suggestions to all the book-trade, so that different types of quarters may be arranged for. As a great deal of the benefit of any convention comes from informal contacts outside of the meetings and in the conversations that are developed on the trips that the convention makes, it is worth while to be as centrally located as possible so as to be with the fellow members as large a part of the time as possible. Those who are slow in writing are always disappointed; therefore promptness is urged.

What the Millions Want

THERE will always be an interest in attempts to analyze what sways public tastes in the manner of best sellers. The sweeping success of one or two recent books has brought the subject to the front again in many reviewing mediums. As a side-light on this problem the experience of newspapers in their selection of serial fiction ought to throw considerable light, as these serials reflect their popularity both in circulation and in letters to the editors. Ruth E. Finlay, who was for fifteen years connected with newspaper work and for seven years was fiction editor for the Scripp's interest in Cleveland, has been asked by the PUBLISHERS' WEEKLY to give her estimate of what the public want in fiction, based on the reaction that came to this syndicate from the great public who would read the story when it was given newspaper serialization. Mrs. Finley's analysis of "What the Millions Want" appears elsewhere in this issue of the PUBLISHERS' WEEKLY.

Back-to-Nature Books

THE central theme of the special book promotion for April is very happily presented in the poster which Mr. Norstad, the artist who produced the summer poster last year, has made for the Year Round Bookselling Committee. Many people connect the drying of the sod and the gentler weather of spring with complete abandonment of the printed page as if the only use of books were inseparably tied to fireplaces and reading lamps. It only needs a little special advertising and real selling to convince the gardener that he can grow larger tomatoes or bluer larkspur if he buys the newest garden books, to persuade the house builder that he will have a more comfortable

THE APRIL POSTER FOR THE YEAR ROUND BOOKSELLING CAMPAIGN.

home if there are books on his table as well as blue-prints, the automobilist that he will enjoy his trips with greater keenness if he reads some books of countryside descriptions before starting out. Nature itself is a book to be read, but how much more legible is the story on her pages if there is in every home library a guide to the birds, flowers, trees and to every living and growing thing. The poster shows a man and two small boys perched on a rail fence, resting from their hike. The man has an open bird book in his hand, and all seem to be identifying some feathered friend. The poster emphasizes that man and boy are brought close together in these days of early spring by their common interest in nature. Father and son are of one age and enthusiasm as naturalists, as fishermen, as gardeners and as machinists, and they can explore to better advantage guided by books. All booksellers should know so much of spring psychology.

When the Buying is Done

IN the department stores of the country, about half of the buying for the book department is done in the three months of July, August and September, according to statistics gathered by the *Dry Goods Economist* from three hundred typical stores thruout the country. Buying reaches its lowest ebb in May, and December is the second weakest month. The year's figures are as follows:

January	4.5
February	7.8
March	5.6
April	4.5
May	2.2
June	5.6
July	13.4
August	15.6
September	19.0
October	10.0
November	7.8
December	3.3

These figures show the importance of the fall season to the book-trade, for, if all the books purchased in the five months following July 1st are sold by January 1st, two-thirds of the business is done in that time. The varying pressure on the selling organization of the publishers is also indicated by these statistics.

The statistical tables gathered show the figures in all departments, and it is to be noticed that August is the heaviest buying month in the twelve, taking the store as a whole, February and January being also very heavy months for buying In the stationery department, the heaviest month is February followed by August, September and October. In toys, 32.1 per cent of the buying is done in the month of February.

Cultivating Book Lovers in Rural Communities

By E. E. Beauchamp

Director Department of Rural Extension, Drew Theological Seminary, Madison, N. J.

RELIGIOUS Book Week offers many opportunities to those who make and distribute books. It also challenges those who labor for wider use of better books—and perform this labor without added monetary reward. Publishers sell books not merely thru selling-wishes; but rather thru selling-methods. Show the book producer a new field and a way to reach it and trust him to enter it. So those who propagate religion will do well to collaborate with those who produce books. Such co-operation will secure distribution of the kind of reading people in rural communities should have. This paper is an invitation to such reciprocity.

One of the great denominations, the Methodist Episcopal, has entered a new field of inspiration and training. Thru the Rural Department of the Board of Home Missions and the co-operation of the administrations, in some thirty-three of its colleges, universities and theological seminaries there are now established departments of rural leadership and extension. These departments seek to reach, inspire and train the youth now being fitted for modern social responsibilities. They seek to reach at least those coming out of rural communities, and hope to inspire them with a true—sometimes a new—appreciation of and loyalty to the essential values of rural life. Methods of training are devised to fit them for the particular tasks and the distinctive conditions of the town and country situation. These potential leaders are being challenged to recognize the hosts "out there" who wait but a call to prove themselves stalwart followers of a progressive and worthy leadership. In addition to this work with students in residence these departments are concerned with the rural field itself—that great neglected source of national character and prosperity whose people are pleading in tones that make their plea a demand "come over and help us."

The Church and the Farmer

This last suggested service we call extension work—after the analogy of the extra-mural courses common to educational institutions to some extent; but more properly after the model of the Agricultural College and Experiment Station Extension Service in the field. If Agricultural Colleges are properly interested in the soil of our country-folks, should not the church as progressively show her concern for their souls?

In the development of this activity some significant discoveries are made. Among these none is more important than that rural people are hungry for good reading, and are poorly assisted in finding it. Facts may be mentioned to prove this. Graded lessons in rural Sunday schools are being welcomed with an unexpected eagerness. The coincident compulsion upon such schools to improve their libraries is being willingly accepted as is shown by the following incident. A student-pastor taking work in Drew Theological Seminary came to the Director of the Extension Department with an encouraging request. In a previous conversation the director had declared that rural people will generously support any worthy project if it is fairly presented to them. This pastor of a small rural church had found this true. He was asking suggestions as to how he could best spend over fifty dollars which his adult Bible class had raised in ten minutes the previous Sunday for the purpose of buying some study helps for their lesson preparation. And they had told this pastor if that wasn't enough money to tell them and they would raise some more. And furthermore it was not raised by a supper or entertainment, but out of their pockets!

New Jersey Plans Farmers' Week

A venture was made in January, 1922, at the annual Farmers' Week gathering at Trenton, New Jersey. A rural church conference had been called by an informal committee composed of leaders of different denominations called together at the invitation of those in charge of Farmers' Week preparations. Among the plans for this conference adopted by the committee was one for a rural church exhibit. The various denominations were invited to participate. Three arranged to do so, the Baptist, the Methodist Episcopal, the Presbyterian, together with the County Y. M. C. A. organization thru its state secretary. The exhibit was somewhat hastily planned and assembled. One of the finest locations in the whole Armory was alloted to it, and the management extended every possible consideration and courtesy to those in charge of the contributions.

In arranging for this exhibit, the cooperating denominations, the County Y. M. C. A. and the Extension Department of Drew Seminary financed the project and provided the workers to maintain it. Thru the Home Missions Boards it was possible to secure charts, literature, sketches, prints, etc., from the vari-

ous bureaus and departments. Plans of modern churches, parsonages and homes were furnished by the Church Architecture bureaus. Surveys and pictures showing rural churches and communities at work on a modern program were collected and skillfully arranged. The book concerns of these denominations made up collections of well-selected books, periodicals and other publications. These were put in charge of special representatives who spent the entire week on the ground. Visitors were encouraged to examine and ask questions regarding the display. The larger opportunity of cultivating good reading habits was not neglected by these trained representatives of a noble industry.

Getting Action Into the Exhibit

All of the displays were attractively assembled and inside the enclosure was mounted a stereomotograph or automatic stereoptican. This machine was used to project a continuous lecture on its self-contained screen. Different home field activities encouraged by the various denominations in rural America were shown with compelling vividness.

Early in the week, while the large painted sign, bearing the words from the "Psalms": "Every beast of the forest is mine . . . . . and the cattle on a thousand hills . . . for the world is mine and the fullness thereof" was being stretched on its frame, an early visitor paused to watch the process. Seeing only part of the words of the quotation, he remarked: "I see you have some cattle up your way; well we've got quite some cattle in our county, too." When no immediate answer was returned he repeated, "Yes, we've got quite some cattle I want to tell you in our county!" We were moved to answer, "These are Mount Zion cattle we are advertising." But the brother was interested and he was eager to talk about the things in which his interest lay.

A fine, clean, strong up-standing farmer came into the Armory one day, to see an exhibit of farm products. Just inside the great doors he stopped and looked around. He noticed the church exhibit—then came over with a puzzled expression on his face. "What is this, anyway? Never saw it this way before." After examining the various features, books, charts, pictures, he straightened up, squared back his shoulders and said: "Now this is as it should be! I'll be a better farmer by being a better churchman. And I'm mighty glad my church is here with the tools and visions and culture she recommends for our use and enjoyment." He turned away to the other exhibits with a new and a truer sense of perspective and proportion than he might otherwise have had.

This venture is to be repeated next year, and plans are already being made for it. It is expected that increased facilities together with the experience gained this year will enable an even more effective exhibit next year. And those who come to Farmers' Week will be looking for us.

Books were not sold at the booth. They were attractively displayed, desires aroused and orders taken for delivery later. Rural people like to see what is offered them or is available for them. What class does not? But what class has now less chance to see the world of culture and joy open thru books to those who will read, than have these same rural folk? If the nearly eighty-five per cent of the leaders in the different professions who now regularly come from rural sections can be called and trained for that leadership thru a more generous and wisely developed use of the best books the result will be of unquestioned national benefit.

It is proposed, then, that we inaugurate a deliberate and intensive cultivation of the book-buying and book-reading habit among rural folk.

Three Definite Ways Are Suggested:

A. Such exhibits as the above mentioned should be arranged for the Annual State Farmers' Week—by whatever name it may be called in various states. In addition to this, similar grouping of tables of the best books should be provided at Farmers' Institutes and at every County Fair. In connection with such exhibits, book lectures and Children's Story Hours could be most profitably planned for. Co-operative arrangement could be secured between the various publishers and thru the medium of Directors of Rural Extension in Seminaries and other institutions, County Y. M. C. A. Secretaries, and County Agents and Librarians.

B. Portable and motorized book-exhibits should be provided and sent thru rural districts, bringing right to the homes the books recommended for every member of the household. These books could be selected by a committee composed of capable and responsible men and women, interested in the truest culture. The Extension Departments abovementioned are working on plans for such motor-car exhibits.

C. The mailing-list plan of the various publishers should be extended until it includes every household in the country. Take a given county to begin with and regularly for a stated period supply every pastor in that county with a package of each new book-list issued. Secure the free distribution of these lists to all the homes with the notice that any householder on request will be put

on the mailing list and receive subsequent copies direct. A combined list would greatly facilitate the plan. At least such lists should be kept posted in churches, parish and community buildings. As rapidly as one county is cultivated, move on to another and repeat the process.

It is submitted that not only should religious books be more widely distributed among town and country readers; but also with proportionate value may we stimulate the reading of poetry, science, invention, history, drama—as well as the clean, wholesome fiction of noble-hearted writers.

County libraries are being encouraged—and properly so. It is necessary, however, to encourage also the modest and discriminating purchase of books that may be brought into the home and retained as permanent household friends. The best and happiest character will not be reared in an atmosphere of books when they are only borrowed—any more than in a home where dishes and chairs, and victuals are the product of neighborhood foraging expeditions and must be returned or paid back as soon as the emergency is past. They should *belong*.

It would seem, in conclusion, that there is needed a more definite and sympathetic cooperation between rural pastors and the publishing houses which would be eager to connect with such distributors. Comprehensive plans could be worked out for pastors by which reading-clubs could be organized in every rural community. By such means publishers could be put in the most helpful kind of relation with a potential but neglected class of the most responsive and appreciative readers.

THE CHURCHES CARRY BOOKS TO THE FARMERS AT TRENTON, NEW JERSEY

Many German Papers Quit

ON account of the high price of print paper and other difficulties in production and taxation, over 150 newspapers in Germany have decided to cease publication. At a special convention in Weimar, a sharp criticism of the government's attitude was voiced. Publishers said that the print paper syndicate had advanced the price of print paper 3500% over the pre-war price and expected shortly to set a price 60 times the old figure. Another difficulty is the 15% taxation on all newspaper advertising.

Philadelphia Strike Continues

ACCORDING to the *American Printer*, about six hundred compositors are still on strike in Philadelphia and draw strike benefits of $22 weekly for married men and $18 for single men. While a number of Philadelphia firms granted the 44-hour week, the majority of the shops are on the 48-hour basis. Many of the pressmen who went on strike last May are still out of work, and it is reported that several hundred of them have found work in New York and other cities.

"May I Help You To-day?"

By Irving Allen

THE form of the above query, which is as good as any with which to address a potential customer, assumes the power of the bookman to help his customers. He merely waits upon a formal assent. That is fundamentally the bookman's position. He should help the customer, not by merely finding for him a requested book from confusing tables, but by being a consulting specialist in the customer's personal problem of reading.

One of the frequent exclamations the salesman hears is "Oh, dear! If I only had time to read. Some year I am going to take a summer off and do nothing but read." This lamentation usually comes from some one who has realized his failure to get the power and enjoyment from books which are his due. Reading has been put off until a heaven-like stretch of leisure is granted, and that usually means that no important reading is done. One of the causes of this notion is the helplessness many persons feel before the tremendous wave of published matter. Thus it would be sad if books were defeating their own end, if modern reading demanded entirely too much running to keep up. This would be the bookman's chance to help. He can become the guide thru this labyrinth; he is the medium that connects each customer with his particular book.

Most books are read upon recommendation. Even the person of highly discriminating taste is attracted to a book by the comment of the critic he admires or relies upon. The great waves of popularity some books enjoy are enhanced thru word of mouth endorsement between friend and friend. This is not to say that recommendation alone causes the book's sale. The reasons that go into the making of a "best seller" are mysteries to publishers, reviewers, and book dealers. We all, however, like to have others share our enjoyment of a book. But there are thousands of good books on booksellers' shelves that may be important to readers, more important than the one they happen to buy to "keep up." These others are merely waiting to be recommended, to be introduced. There is a book that will give a customer a perspective of his own business; there are biographies of men and women that may stimulate him to read widely in the history of a particular epoch; a book of formulae may lead to a thrilling hobby. It is that clever discovery of what people *want* to read and are interested in that marks the expert book clerk. Too often he may try to impress the customer with what he *should* read. The *should* argument is very effective, however, for those who want to know what is "going big." But in general reading ought to be pleasurable, not laborious and uninteresting. Mathematical philosophy may be a joy to one, and Gene Stratton-Porter to another. That is the bookman's task to discover. He should run with the intuition of his customer, not against it.

There is a surprisingly large amount of serious reading done in America to-day. Books on economics, politics, and biography have a wide appeal. And with the spread of education and a genuine respect for intelligence, the demand for all kinds of books is bound to increase. In order that this tide may not drown the customer, the bookman must so guide and select that his opinion of particular books for particular customers will be regarded highly. Once this contact is established a book a week will not only be bought but read.

For the Promotion of Knowledge

"OF the making of many books there is no end; and on learning of a new scheme to facilitate publication, one is not necessarily rejoiced," says the *Independent*. "But there is a class of publications which is in great need of all the help that can be given to them in the way of organized co-operation—namely, books and periodicals conveying the results of scholarship and research. It is accordingly a pleasure to learn that a movement is on foot to provide for this need in a systematic way.

"Just what shape the movement will take has not yet been determined; but the idea seems to be to cover two deficiencies, both of which have been keenly felt. First, there is the difficulty of getting a publisher for individual works which, tho of high scientific and scholarly value, offer no prospect of commercial return; and secondly, there is the difficulty which our scientific periodicals, published usually under the auspices of some university, labor under because of insufficient pecuniary resources and because of inadequate means of publicity and distribution. An organization of moderate endowment, if conducted with judgment and in a spirit of all-round helpfulness, should do much to promote both the production and the dissemination of scientific and scholarly work—and indeed the production is often absolutely dependent on the possibility of dissemination. If such an organization should be formed, with its conduct in the right hands, it will be welcomed as a great help to American learning and science."

What the Million Will Read

By Ruth E. Finley
Former Fiction Editor for the Newspaper Enterprise Association

WHEN, after publishing 52 novels, a string of mid-western newspapers representing more than a million readers held a contest to find out which of those serials their public liked best, the vote stood as follows:

Human interest	48%
Adventure	17%
Humor	15%
Mystery	12%
Detective	8%

This kicked into a cocked hat the newspaper editor's time honored belief that the newspaper public—which, after all, is the most indicative as well as representative public—cared only for the exciting detective or mystery story, the more blood and thunder the better.

The contest was held in 1915 after the Novel-a-Week feature had been running just a year. The string of papers that held the contest is still using serial fiction as a circulation builder and stabilizer, and the policy adopted after the contest is still being followed out.

Stories That Jump Circulation

For instance, one of the late purchases for serial release in these papers is "If Winter Comes" by A. S. M. Hutchinson. This is hardly the type of story that the person who can afford to pay $2 a volume for his fiction entertainment would expect to be understood and enjoyed in a factory worker's kitchen. Yet that string of papers will "cash in" on the book. "If Winter Comes" will jump their circulation. Why? For the same reason "K" by Mary Roberts Rinehart, "Empty Pockets" by Rupert Hughes, "The Real Adventure," by Henry Kitchell Webster; "The Turmoil," by Booth Tarkington and dozens of others unlike in kind, but of similar viewpoint, jumped circulation when they were run as Novel-a-Week serials. And again why? Take the Tarkington story as an example.

At the time "The Turmoil" was released, May 8, 1916, America was approaching the peak of the industrial activity resulting from the war demands of the Allies. Not yet in the struggle herself, her people sailed on the high seas of prosperity, a prosperity possible only because, all during the current generation, manufacturing and the facilities of manufacturing had been steadily and rapidly developed. Consequently when Mr. Tarkington wrote about a manufacturing city, its hustle and bustle and grime and dirt, the people of a country that had produced hundreds of just such towns understood.

Now the moiling city was only the background. Out of the educational system with which every person born on this soil has longer or shorter experience, Mr. Tarkington chose his hero, an average type of boy, familiar to everybody, with youth's burning ambition to realize dreams. Again the people understood the boy's losing fight for his dreams against industrialism. For dreams are the heritage of humanity and it is not inconceivable that the fat Italian fruit seller on the corner has had a vision of the career as a grand opera star.

In short, people read for pleasure what they can understand. Picture a condition which the reader is able to translate into his own terms, portray the problems and emotions of the time, and your book is a success.

There is another element in "The Turmoil" which appealed strongly to the newspaper reader. It postulated a doctrine of compensation. Its hero never had a chance even to try to become the writer he longed to be; circumstances forced his artistic soul into the world of commercialism. But it was after he had made good there that he realized he had found an outlet for his creative ability, in fashioning his very life according to the ends he was compelled to serve. A railroad president knows what that means—and so does a switch thrower. Neither may gain contentment, but both must have faith in the possibility of such attainment, or quit. So each hugged to his consciousness Tarkington's bolstering suggestion of compensation.

Strong Human Interest Appeal

And here again is why the American man-in-the-street finds Mr. Hutchinson's story with its very English setting so adaptable to his own problems. Mr. Hutchinson's poor hero is overwhelmed by every tragedy in the calendar —even to being accused of murder as the result of a humanitarian act. "Winter" came for him as an acme of desolation. But the book moves logically and inevitably to the fulfillment of the quotation's conclusion: "If winter comes, can spring be far behind?"

There are a good many people right now, the world over, who, while they are not called

upon to endure the agonies of Mr. Hutchinson's central character, are getting a pretty fair taste of "winter." Folks are beginning to wonder if this upset old world of ours will ever know "spring" again. So they not only understand the problem the author chose as thesis for his story but they welcome the conclusion. He prods their old inherited beliefs in the ultimate rightness of the universe, and hammers home the doctrine of hope.

Incidentally, in any consideration of what makes for popularity it should be kept in mind that, all theories to the contrary, the reading public—and particularly the less educated public—demands top-notch work. Not discerning enough to delve under the surface for the worth of an author's ideas, the emotional reader (almost everyone is emotional) is the severest critic. So the writer who makes a success must get across. He must be a master of character delineation. Real people must walk thru his pages. His psychology must be sound, for the less complex the mind of the reader the more vivid his understanding of emotion. There never was a truer axiom than the one about Judy O'Grady and the Colonel's lady—only about seven times out of ten the Judys have the firmer grip on life as it is lived.

Who Reads the Love Stories?

Again, incidentally, readers of love stories are not young girls but women past thirty. This fact, gleaned from a desk swamped with enthusiastic letters each time I released a serial in which the love interest predominated, puzzled me for several years. Then finally I realized that my "love fan" correspondents were themselves beyond the actively romantic period. Their own love life was past or waning and they devoured this type of story as a sort of emotional stimulant. Consequently the popularity of the love story can never be in question. Always founded in a problem, marriage, it tends in these days to become linked with the greater social problem.

Probaby the decline in popularity of the detective and mystery stories, primarily on the down grade because of their lack of vital personal bearing, has been hastened by the movies. A few of the older and established authors of this sort of book manage to make the best seller lists, but the younger writers who attain this desirable distinction, have put our Main Streets on paper for us, or brought national affairs to general attention with such books as "The Pride of Palomar."

The legitimate devotee of the unadulterated adventure mystery or detective yarn is youth—the young mind in the no-matter-how-old body. Adolescence finds the screen and the movement and crowd enthusiasm of the picture theater far more stimulating than a book beside the evening lamp. And this is true today of maturity also, stirred as it is by the atmosphere of unrest that characterizes our present way of life.

That the even surety of before-the-war living can never return, for this generation at least, is pretty well accepted. Change, radical and fundamental, is in the air. But in what direction? No man can forecast conditions fifty—ten years hence. So many things that appeared to be established have gone by the boards. For the individual there is not fear of the future, perhaps, but an unnamed doubt. And this feeling has been accumulating ever since Europe plunged into war. It is especially true of the newspaper public—the not over-discerning, decidedly unanalytical, yet developing man-on-the-street individual. The times have taught him that his own problems are not only personal but general. He is not so sure of being able to take out of the world what he wants for himself, nor for his children. It is not only a question of making good. Even then he faces an element of uncertainty. After he gets will he be able to keep? Indeed, ought he to keep what he gets?

And so people have been made to think, not always straight, as they never did before. They don't seem to be able to read just for amusement. So they turn from the unrealities of Raffles prowess to those books which give some aid in analyzing current problems by picturing them convincingly.

Consider the world's dislocation. It is not surprising that books written for entertainment only, that carry no "message," enjoy less and less popularity. All of which does NOT mean that the entertainment story will never come back. It will, provided the national consciousness grows tired of thinking and decides again to live on comfortable terms with life as is and things as are.

Esparto Paper Combine

ESPARTO paper made from Esparto grass, which is very largely used for books in England, is to be exploited by a combination of ten Scottish mills which are largely engaged in the manufacture of this special type of paper. They hope to develop a large business in America, where this light weight stock has not been largely used. Esparto grass from which it is manufactured is grown in large quantities in Africa and to a smaller extent in Spain. It has been so largely used in English octavo volumes that many people in this country instinctively think of an English book of memoirs as being especially light in weight compared to our own American product.

Books Make Better Homes

THE most adequate application of the campaign for promoting the sale of practical books in the home was that planned and carried thru by Walter McKee of John V. Sheehan & Company of Detroit. During the second week in March, the Detroit Retail Furniture Association held a "Better Homes" exhibit in Arcadia Hall. The exhibit filled fifty-one different rooms, and over forty thousand people attended in four days. Mr. McKee arranged that practically every exhibit should have some appropriate books in it. Special emphasis was laid not so much on the home library of standard literature as on the practical books that would make home management and home gardening, etc. more easy, with the emphasis, too, on practical reference books for the bookshelf. These exhibits of books were followed up by large three-column display space in the newspaper. It is said by those who saw the exhibit that the books added a human touch to the furniture, so that both parties were gainers.

That books can be pictured as part of home life to a wider public is shown by the increasing appearance of bookcases and books among our illustrated advertisements. The current number of the New York *Times* Book Review carries an advertisement of Scribner's subscription department, picturing the at-

Books Make Better Homes

Wherever you find a home that is well stocked with books—there you will find a "Better Home."

USEFUL BOOKS FOR THE HOME

The Boston Cooking School Cook Book. By Fanny M. Farmer $2.50
The Encyclopaedia of Etiquette. By Emily Holt $1.50
The Desk Standard Dictionary. Funk and Wagnall's Edition $2.75
Rand McNally's Complete Atlas $3.50
The Care and Feeding of Children. By Dr Emmet Holt $1.25
The Book of Games and Parties. By T. H. Wolcott $2.00
12,000 Words Often Mispronounced. By W. H. Phyfe $2.00
American Home Diet. By E. V. McCollum $3.50
The Prospective Mother. By J. M. Slemons $2.00
The Business of the Household. By C. W. Taber $2.50
Housewifery. By L. R. Balderston $2.50
The Home Garden. By E. E. Rexford, $1.25
Productive Vegetable Growing. By J. W. Lloyd $2.50
How to Finance and Build a Home. A book that really tells how $2.50

All of these books may be seen in the "Better Homes Exhibit" at Arcadia Hall, March 7, 8, 9, 10.

All of the books in the exhibit have been obtained through this store.

Can you imagine the profit and pleasure of having these books in your home?

Sheehan's Book Store

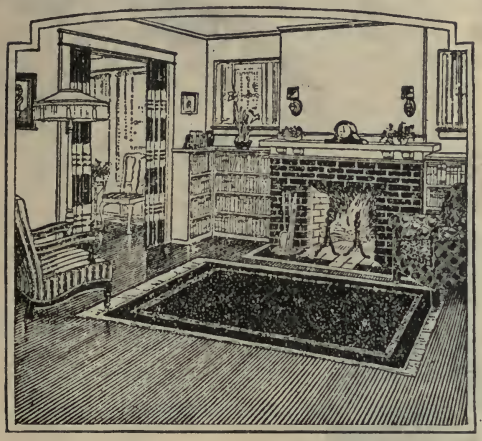
1550 Woodward Avenue

BOOKS AND HOMES

This newspaper advertisement embodies many good points for retail copy. An effective drawing, a good heading, specific title suggestions with prices, a tying up with local event, all with harmony of typography.

tractiveness of a home library. Articles on current architecture in magazines show an increasing tendency to build in bookcases as part of the living room furniture. Architects rejoice in the opportunity to add this distinctive touch to the right part of the wall space, and the bookshelves, once built in, will tempt even an unbookish occupant to begin a library.

A recent number of the *Editor and Publisher* suggests to various newspaper editors that they encourage a "Home Beautiful" exposition. The most effective way of doing this,



AN ARMSTRONG'S LINOLEUM ADVERTISEMENT EMPHASIZES THE PLACE OF BOOKS IN THE HOME

it is suggested, is to have the manufacturers of the vicinity furnish five or six different rooms—*have the book dealers provide the exhibit for the library,* the hardware men, crockery men and grocers furnish the kitchen, and so on down the line until the house is completely furnished.

Selling Gift Books

A VERY clear idea of the type of book that the modern store finds of especial interest to those who are to use books as gifts is indicated by a special catalog published for this purpose by McDevitt-Wilson's Bookstore in New York. This catalog is a very neat piece of printing of 72 pages of enclosure size with a foreword on the place of books as gifts, directions for ordering and three different lists.

The first list is of such standard titles as are most usually recognized as desirable for gift purposes, 120 items in all—such books as "Lorna Doone," "Golden Treasury," Kipling's "Collected Verse," etc. Then follows a list of the standard authors that are purchasable in handy form of separate volumes, 32 different authors are listed with each separate volume itemized. There is no doubt that the flexible leather books have done a great deal in increasing the popularity of books as gifts, as they are in every way attractive to the recipient and, with the variety now obtainable, can easily express the sentiments of the giver. The third section of the catalog is a list of specially bound books and nice editions from the fine book stock of the store. In discussing the place of books as gifts, the catalog carries the following foreword:

"Books are the best gifts. In addition to their intrinsic value, they are a subtle tribute to the mind and character of the recipient. When in doubt, therefore, give your friend a book. And if you do not find it easy to choose the right title out of the multitude of new publications, select a tastefully bound classic, such as you will find described herein."

Best Sellers During February

COMPILED and arranged in the order of their popularity from exclusive reports of leading booksellers in every section of the country by *Books of the Month.*

FICTION

If Winter Comes. By A. S. M. Hutchinson. *Little, Brown.*

To the Last Man. By Zane Grey. *Harper.*

The Sheik. By Edith M. Hull. *Small, Maynard.*

Head of the House of Coombe. By Frances Hodgson Burnett. *Stokes..*

Cytherea. By Joseph Hergesheimer. *Knopf.*

Brass. By Charles G. Norris. *Dutton.*

NON-FICTION

The Outline of History. By H. G. Wells. *Macmillan.*

The Mirrors of Washington. Anonymous. *Putnam.*

The Story of Mankind. By Hendrik Van Loon. *Boni & Liveright.*

Queen Victoria. By Lytton Strachey. *Harcourt.*

The Americanization of Edward Bok. By Edward Bok. *Scribner.*

The Cruise of the Kawa. By Walter L. Traprock. *Putnam.*

Wittenberg Observes Luther Anniversary

THE medieval town of Wittenberg is celebrating the four hundredth anniversary of Luther's return to Wittenberg from Wartburg, bringing his German translation of the Bible.

Historic Washington as a Playground

Another Letter to You!

Dear Bill Bookseller:

THIS is the first opportunity I have had to write you of the coming Convention in Washington, for we have been so busy trying to "frame up" something that will appeal to you all. And, say, Bill, I think we've done it! I'm not going to say anything about the daily sessions, except that I know you'll be interested in them from beginning to finish, and they in themselves will surely repay you for coming from any distance.

In the first place, on Monday evening, we are going to visit, informally, the Congressional Library. I say "informally" for they never have any **public** receptions there—and you'll be **mighty glad** to have seen one of the **most beautiful buildings** in the world.

On Tuesday night, the **Women's National Book Association** is to have a dance—a Colonial Dance, I believe, at the New Willard with plenty of stunts and eats and jazz. For this, **no charge.**

On Wednesday evening at 7:15 we are going to have special cars, which will take us to the wharves, where we will board a specially chartered steamboat for a four hour trip down the beautiful Potomac, by moonlight; I say moonlight, for I have ordered it special. If you don't believe it, look it up on your calendar. And there's going to be music and maybe dancing, and maybe something when you're dry—not what you're thinking about—and there are going to be some moonlight spots—and some not so light, and we'll sing the old songs n'everything. And for this again, **there is no charge!**

But on Thursday,—Oh boy! **That's** going to be **some day!** We have chartered special electric trains and leave in the morning at 9:30, going directly to Arlington, the National Cemetery—and there we'll see the tomb of the **"Unknown Soldier"** and the wonderful amphitheater, and the **Robert Lee Homestead,** and we will have someone to point out briefly all the interesting spots.

Then we board our private trains again (some class) and will be taken to that famous old Virginia town of Alexandria, and visit **Christ Church,** where Washington worshipped, and if you behave yourself, I'll let you sit in the pew Washington owned—and then we'll visit the famous old fire engine house with all the original apparatus—and then we may visit the Old Masonic Hall where Washington was Master, and after we have had our fill of all these things, we'll take our train, our very own, and ride for a short time, till we come to Mt. Vernon, the most sacred shrine in America.

By that time, our appetite will probably be on edge, so we'll have some lunch—**some lunch**—I say, after which we will be taken thru the old house and grounds and will probably leave for home (for Washington is your Capitol, you know, old top) and reach there about three o'clock. And I think, altho I can't promise, that we may be able to go thru the White House, and say, won't that be great? And when that is over, **we'll call it a day,** and your wife can go to the hotel for a little "beauty sleep" to be in trim for the banquet in the evening. And the Banquet, Bill, the banquet! I wish I could, but I can't tell you any of the details at this time. All I can say is that the hall has a capacity of 800 guests, so you'd better make your reservations early (I don't mean to be funny). And for all this big Thursday and Thursday evening, **there'll be no CHARGE!!**

The only expense will be the ten dollar registration fee for **each person**—that means **ten for you** and **ten for your wife.** It sure is a great feeling for us booksellers to know that we, ourselves, unassisted, are going to "put over" the biggest Convention of American Booksellers the world has ever known.

And, say, boy, I almost forgot one of the most important things—be sure to bring your golf clubs with you. Within ten minutes of the hotel is one of the finest municipal courses in the country. You can play eighteen holes and be back in time for breakfast.

So send in your reservations **early**—direct to the hotel—and arrange your table for the banquet—**before you come**—and you'll make everyone happy, including

Yours cordially,

SIMON L. NYE,
Chairman Convention Publicity Committee.

22nd ANNUAL
BOOKSELLERS' CONVENTION
New Willard, WASHINGTON
May 8, 9, 10, 11, 1922

The Present State of Book Manufacture

WHEN A. Edward Newton shouted his rallying cry from the pages of the *Atlantic Monthly*, to be taken up by publishers and booksellers, the emphasis was not on mere reading, but on the owning of books, and ever since the slogan was minted "Buy a Book a Week" has been the basis of well-reasoned arguments for owning a library. To formulate such arguments, one had, of course, to ask, "Why do people buy books, anyway?" Many people purchase books merely for the temporary pleasure they provide, exactly as one buys candy or flowers. The only permanent results of such expenditure are pleasant memories. A more telling argument for the owning of books is that of personal betterment. Many commodities make use of this same argument, but books can make a stronger plea for two reasons—for tho Lux may be sold to preserve the delicate tint of your Sunday blouse, and Rinso to preserve the youth that would otherwise be rubbed away, and Palm Olive soap to preserve that school girl complexion, these are, in spite of efforts, doomed to an eventual demise, but the mind or the soul, we believe, may be preserved and improved by knowledge and inspiration. And that is what books can provide. Moreover, books have the quality of the Miraculous Pitcher—no matter how often the source is drained, it is just as full and ready to be drained. So, as a permanent collection, books, it is argued, possess a distinct advantage over Woodbury's soap or Blue Goose Grapefruit. In this way, too, they possess an advantage over opera or concert tickets.

To Encourage Ownership

But if all these arguments are to be used, they entail real responsibility on the part of the makers of books. If books are to condescend to concert tickets with the miraculous pitcher argument it is not enough for the contents of the books to be inspired, their manufacture must also be so sound as to insure their permanency. It would be unfortunate if the growing enthusiasm for book ownership were not accompanied by an enthusiasm for good manufacture. Several book collectors have written to the PUBLISHERS' WEEKLY recently, sharply commenting on the present state of book manufacture, and these earnest letters may well make any publisher or bookseller pause, examine his stock, and think.

A bookseller of twenty-five years' experience writes:

"In my twenty-seven years of selling, I have found that satisfied customers are and have been our greatest asset and in order to make book lovers, books must be made lovely things, and that the quality of the paper, cover, and make-up of the book lend a great deal to its value. I believe that at this time more attention ought to be paid to the quality of the paper, cover and general makeup of the book than heretofore.

What To Do About Children's Books?

"There has been quite a general feeling of dissatisfaction both among dealers and buyers as to the quality of books and this is more especially marked in the library trade. There is a great deal of complaint, and librarians say to me 'what shall we do about these children's books?' I tell them simply to write the publishers and if they don't choose to make their books a little better, not to buy them, as there are plenty of good juveniles that can be bought in a little better paper. Some librarians have told me that unless paper and binding improved on certain books, they would cut these titles off their lists altogether. As a matter of fact, the paper now being used in a $1.50 or $2.00 book to-day is not as good as that used on 10 cent and 25 cent paper covered books ten years ago.

To Get Away From War Discomfort

"I do hope that something can be done and know that it would be a good thing for the book business all around. *Anything* to get away from this feeling of dissatisfaction and discomfort that has grown out of the war. During the war cheeapening was apparently necessary, in order to keep the prices of books down. Now there should be considerable improvement along this line. People look at the cover and paper and say they would not care to give the book away or have it in their own library, so will read it at the public library or at the club but will not purchase it. If you would come into our place for a day or two and handle a few of these books, I know that as a book lover you would feel just about as much satisfaction as you would piling cordwood. The price of paper has come down and tho it is probable that we will never secure as good a quality of paper as we did once, I am sure that something might be done along that line.

"I am going to hammer away at this thing and interest other people to hammer at it, even at the risk of gettting myself disliked. I am going to call the matter to the attention of booksellers generally and I believe that anything you can do would render a great service in the interests of all concerned."

A bookseller in the far west writes:

"I have been buying books for the past half year at the rate of about twenty a month. In

beginning to collect a small home library I have not wanted full sets of any author, but I have not been able to get single volumes of the classics I wanted except in unattractive editions.

"I am able to pay the price for a good, sound, standard edition of my books, I do not need to buy the cheap condensed editions nor am I able to afford hand bound leather editions de luxe at eight to ten dollars a volume. But I want my books to be worthy of a permanent place on my shelves in their physical qualities, and very few of the first 120 volumes I have bought are so worthy.

"This state of affairs does not encourage the collecting of a home library, a hobby that is profitable to publishers."

When Books Are Opened

A Philadelphia book collector writes:

"Whenever I read, in the WEEKLY, your notices of books under the heading of "Good Book Making," I wonder just what, nowadays, is supposed to be included in this subject. Pleasant type? Good quality paper? Attractive binding? We are well supplied in all these matters. But it seems to me that one of the most important points of good book making is being entirely neglected.

"Possibly the average publisher cares little how long his book will 'stand up' after it is sold, and a dealer cares no more. I have had salesmen in stores, offering me a book, open it before me to exhibit it, to the music of a loud crack from the tender lining material. After one reading, such books are no credit to either dealer or publisher. Again, I have secured untouched books and opened them with the greatest care, only to have them break quite as badly, sometimes between a dozen or more sections.

Printing No Longer a Craft

"It was formerly the custom, with some subscription publishers, to enclose, in each volume sent out, a printed slip, cautioning care in the opening of a new book and recommending that it be handled carefully the first time and opened gradually, turning down a few leaves at a time from each end; some such directions, as I recall, gave a line cut by way of exact explanation.

It would not be far from the truth to say that ninety-nine people out of a hundred have no idea of how to open a new book in this way. And possibly only half of these care very much whether the book breaks or not. But those who do care, and to whom books are something a little more important and permanent than a newspaper or magazine, have, I think, some right to expect reasonable durability as well as a pleasant appearance in books which certainly cost enough to insure both.

"Printing, which was once a craft, is now a business. But, to say nothing of craftsmanship, is it even good business for modern publishers to ignore the durability of their books? Is a firmer stitching and more careful assembly less a part of good book making than other points which simply attract the eye? And, if not, should it not receive more attention and, in the same connection, should not the ordinary book buyers be educated, by means of printed directions, to open their books more carefully on the first reading and to treat them with more consideration?

"To criticize 99 out of 100 books would overstate the case, altho the provocation is sometimes so great that I feel like that other disgruntled individual who proclaimed that 'all men are liars,' taking no chances on an underestimate. At any rate, the ratio is pretty high and, according to my experiences, is not evenly distributed among the publishers. That is, nearly all the books of one house may be well sewn while nearly all the books of another may be badly sewn. I have frequently written publishers on the subject and invariably receive a letter of regret and an offer to supply a new copy of the book; but the answer to the problem is not a new copy to such people as complain but rather a properly substantial edition in the first place."

A Library Report

The annual report of the Grand Rapids Public Library says:

"The general book binding situation, especially for new books, is the worst I have known in my whole library experience. In a previous report I referred to the fact that some books have to be repaired or rebound after going into circulation only once or twice on account of the poor quality of the binding as they come from the publishers. This, however, is not the only trouble we are having in this connection, for in the assembling of the printed sections of the books for binding there are an extraordinary number of mistakes being made, duplicating certain sections, leaving out others, etc., so that the books come to us imperfect. The other day the Library received 11 copies of a popular reference book which is used at most of the Branch Libraries. Seven of these had to be returned because of missing pages due to faulty work in the establishment where the books were bound. The situation is such that it is necessary for the Library to examine carefully or collate every reference work that comes to us. It is the rarest thing that we get a considerable number of volumes now that come to us perfect, because of the indifferent work done in the publishers' binderies."

THE WHITE HOUSE
WASHINGTON

February 27, 1922.

It is a pleasure to endorse the program of your organization for the wider circulation of books of a religious character.

I strongly feel that every good parent cares for his child's body, that the child may have a normal and healthy life and growth; cares for his child's mind, that the child may take his proper place in a world of thinking people; and such a parent must also train his child's character religiously, that the world may become morally fit. Unless this is done, trained bodies and trained minds may simply add to the destructive forces of the world.

Very sincerely,

Warren G. Harding

PRESIDENT HARDING'S LETTER TO THE RELIGIOUS BOOK WEEK COMMITTEE

Voting for the Best Travel Books

A VOTE on the best books of travel has been conducted during the past week at the big Travel Show in Grand Central Palace, New York, and the result will be announced shortly by the judges, Josephine Adams Rathbone of the Pratt Institute, author of "Viewpoints of Travel" and Louis Froelich, Editor of *Asia*, and Frederic G. Melcher of the PUBLISHERS' WEEKLY. Thru anouncements in the press, nominations were asked for a preliminary list of the best twenty-five titles. and this list being reprinted has been passed out at the Travel Show, so that anyone may vote as to which are the best ten travel books to be placed on this preliminary list.

The suggestions that came to the Committee included in all 198 titles, covering seemingly every possible field of authorship and territory. There was so little concerted action that many books received only a few votes. In two cases the ballots showed the result of some special effort to stimulate appreciation of certain titles, and a very heavy vote was cast for "The Sea and Sardinia" by D. H. Lawrence and for two books by Sydney Greenbie and one by Mrs. Greenbie. The list is to be printed on the bal-

lot, arranged chronologically by date of publication, and is as follows:

TRAVEL BOOK LIST

The Travels of Marco Polo.
Hakluyt's Voyages.
Eöthen. By Alexander William Kinglake.
Two Years Before the Mast. By Richard Henry Dana.
The Bible in Spain. By George Borrow.
The Oregon Trail. By Francis Parkman.
A Naturalist's Voyage Around the World. By Charles Darwin.
Innocents Abroad. By Mark Twain.
How I Found Livingston. By Henry M. Stanley.
South Sea Idylls. By Charles Warren Stoddard.
Travels With A Donkey. By Robert Louis Stevenson.
The Purple Land. By W. H. Hudson.
The Mirror of the Sea. By Joseph Conrad.
The Cradle of the Deep. By Sir Frederick Treves.
A Vagabond Journey Around the World. By Harry A. Franck.
White Shadows in the South Seas. By Frederick O'Brien.
Jungle Peace. By William Beebe.
South. By Sir Ernest Shackleton.
Japan: Real and Imaginary. By Sydney Greenbie.
The Sea and the Jungle. By H. M. Tomlinson.
Mystic Isles of the South Seas. By Frederick O'Brien.
In the Eyes of the East. By Marjorie Barstow Greenbie.
The Sea and Sardinia. By D. H. Lawrence.
The Friendly Arctic. By Vilhjalmur Stefansson.
The Pacific Triangle. By Sydney Greenbie.

It is interesting to see that America is not without appreciation of the debt it owes to Marco Polo and that such a famous set as Hakluyt's "Voyages" received many votes. "The South Sea Idylls" is a book that has been too much lost sight of, tho ranked among the best books that the South Sea has produced. Stanley's first book received more preliminary votes than his more famous volume, "Through Darkest Africa." All of Franck's books were spoken of, but none has equalled "The Vagabond Journey" in popularity. It is interesting to notice that our public apparently likes home-made books of travel, as about sixty per-cent of the titles were by American authors. While the total number mentioned gave Europe large precedence as a territory of interest, there were only five books on Europe among the first twenty-five, indicating that few titles of European travel take a real preeminence. Australia was the only continent not included in any title sent in. Such old-time titles as Johnson's "Tour of the Hebrides" and Byron's "Childe Harold" and Augustus Hare's books were mentioned. Perhaps the most unusual suggestion was that of "Seven Year's Street Preaching in California" by William Taylor. One voter showed a loyalty to youthful enthusiasm by mentioning "Under Drake's Flag" by Henty. The report as to the voting at the Travel Show will be printed next week.

Export Conditions

"IN Australasia there is nothing approaching a slump in books, nor is there likely to be," says the *Book Post*. "The worst that can be said is that the abnormal demand has ceased and that orders are now given with caution and restraint that two years ago were given with reckless extravagance. Our friends on the other side have a good deal of stock, accumulated at that time, which they are rather anxious to clear off.

"This means that the market for books, especially novels by new authors, is considerably restricted, and is probably less than it was before the war. Publishers who formerly took risks with a new novelist depending upon the export demand will be well advised to take this into account.

"At the same time the demand for novels by well-known writers continues with little change. First orders of new books are smaller than they were, but if the new novel is up to standard the demand will not fail, and the event will be as satisfactory as in the days of large subscription orders. With more definiteness we must say, that this is subject to certain conditions, the chief of which is price.

"The chief demand is for popular authors at two shillings. The Australasian is fond of reading, but he likes his favorite author at a low price. There is a slump in the shilling paper covered novel.

"From Canada the news comes of satisfactory trade in books, but chiefly of cheap editions. The Canadian market is kept stocked with cheap editions of American novels which are handled entirely by "jobbers" after the publishers have exhausted the demand for these novels at the original published price. Unfortunately the American novel tends more and more to appeal to the Canadian taste, and this and the fact that it can be bought at a popular price make it practically impossible for English novels to find a public unless prices are at least equal. The Canadian book market is gradually becoming Americanized, and English publishers might with profit set about considering what can be done to counteract this tendency."

"Take Along a Book"

A VERY interesting and decidedly attractive form of bookstore promotion has just gone out from the Year Round Bookselling Committee to all dealers. It consists of a transparency 7½ inches wide which is applied to the window pane. Inside of the neatly designed circlet are the words, "Take Along A Book," a selling emphasis delivered at just the time when the passerby may have noticed a book in the window, but, having noticed it, had not applied to himself the idea of taking a book with him.

These transparencies are most carefully executed and can be a dignified appendage to a window of even the most exclusive shop. The color is a very delicate yellow with red letters. To put it on the window the surface is wet with a sponge or cloth and the circlet pressed tightly to the glass, where it will stay attached for as long as the dealer wishes, for several years if desired or, it can be removed. It can be attached either on the outside or inside of the glass according to the needs. The committee has also had this design made into electros of 1¼ inches across, and these will be supplied to retailers to use in their advertising at 70c postpaid.

Home Planning Reading List

A LIST of twelve practical books on home planning has been prepared by the American Library Association in an 8-page pamphlet for general distribution by either libraries or bookstores. The list has a decorative cover and short introduction. The books include discussion of various styles of architecture, of different materials and practical plans.

A Chicago Wage Decision

AS arbitrator in the feeders' wage discussion in Chicago, Dean Heilman of Northwestern University has rendered a decision, cutting the minimum rate for those who were receiving $39.60 to $37.80 per week and junior workmen from $24.90 to $23.10. The rates go into effect March 26th for one year. This decision affects virtually all the printing and publishing houses in Chicago.

In announcing the decision, Dean Heilman commented on the Union's argument that $2445 was the minimum wage which would enable a man to support a wife and three children in health and efficiency according to the American standard. "This theory," said Dean Heilman, "sets forth an ideal which should eventually be established in all American business, but the fact is that the total annual income of the United States is not large enough to provide such a wage to every adult wage earner, and there is no indication that the printing industry is more profitable than any other."

This comment, which has been widely quoted, draws attention to the statistics as to the nation's annual income, which, according to the figures, is about $60,000,000,000 for 40,000,000 receivers of income, or about $1500 a year. Only 10 per cent of the incomes of the United States average over the figure set by the printers as necessary, 90 per cent of them run under that figure. The wage scale adopted gives the feeders about $2000 a year, and 87 per cent of the incomes of the country are less than that figure.

Wolcott Back in Business

THE lure of bookselling has its victories now as in the time gone by. Clarence E. Wolcott is back in the book business; with all the fresh enthusiasm of a youth and the ripe knowledge of a veteran, he returns to the profession and has opened a Book & Gift Shop at Skaneateles, in central New York, where he has been living quietly since closing his famous shop at Syracuse, three years ago. With him, he will have an associate in Mrs. Wolcott who takes personal charge of all merchandise other than books. His present plan is to build up local trade which has ready connections with other prosperous towns in the neighborhood, and develop a mail order business among many book buyers in that part of the state with whom he has done business in the past.

Mr. Wolcott has a record as one of the founders of the American Booksellers' Association, and during several of its earlier and critical years was its president and a ceaseless worker in its interests.

Parcel Post Packages may now be Sealed

THE Post Office Department has issued a ruling that articles when enclosed in sealed parcels bearing printed labels which show the nature of the contents, the name of the manufacturer, producer or shipper, and endorsed "Postmaster: This parcel may be opened for inspection if necessary," shall be accepted for mailing at parcel post rates. It is not necessary to state the QUANTITY of the contents of the package. Descriptions like this are sufficient: "Cooking Utensils," "Confectionery," "Food Products," "Hardware," "Wearing Apparel."

Books would be marked:

CONTENTS: Books

Postmaster: This parcel may be opened for postal inspection if necessary.

Substituting for Gold Leaf

ONE of the continuing experiments in the book binding field has been the attempt to find a substitute for gold which could be used as easily as plain ink and yet stay untarnished as long as the leaf itself. After a good many failures which have only shown up their failure after some years on the book owner's shelves, it is reported that a formula has been discovered which the inventors have trademarked as "alchemic gold." The tests seem to prove that this will stand the test of time without rubbing off or losing lustre. An advantage that has been looked for in this experimentation comes from the fact that in using gold leaf the whole surface of the area included by the design to be stamped in has to be covered with the leaf, while, in using a substitute that can be handled like ink, only the lettering or the design itself needs to be covered. with consequent saving of material.

Macmillan to Build

THE large building lot on the corner of Twelfth Street and Fifth Avenue, New York, which the Macmillan Company has owned for some time is soon to be the scene of building operations. This lot was acquired by Macmillan just at the time the war broke out, and building costs rose so rapidly that construction plans have been delayed. The location has a fine frontage on both streets and a permanent light to the south on account of the church which is on the next corner. The balance of the frontage on Fifth Avenue is occupied by Macmillan's present building, 66 Fifth Avenue and the corner building erected some years ago by Ginn & Company at 70 Fifth Avenue.

The Cytherea Prize Doll

THE prize winning doll in Knopf's contest for "Cytherea" window displays was modeled and dressed by Miss Katherine Pierson and displayed in Frank Shay's Bookshop in New York. Knopf's received photographs from all over the country, and many attempted to visualize the peculiarly enigmatic and fascinating heroine. Miss Pierson's doll was dressed in an old-fashioned bell skirt of plum colored silk with yellow bodice and black Spanish lace. As displayed in Mr. Shay's

CYTHEREA THE PRIZE DOLL. DISPLAYED AT FRANK SHAY'S BOOKSHOP

window it was given a most interesting setting against a design of a spreading tree with just a half dozen of the brilliantly colored books at the other edge of the window. The second prize was for a doll dressed by Miss Patricia Hunt for Sheehan's Bookshop in Detroit, and the third prize for a doll used in Lord & Taylor's Bookshop in New York and dressed by Elizabeth Prall and Angevine Hayward. The prizes were for $50, $25 and $15 respectively, and the judges were Mrs. Lydig Hoyt, Neysa McMein and Frederic G. Melcher.

SIR ARTHUR CONAN DOYLE is coming to this country on April 8 for a brief tour to deliver a series of three lectures dealing with his investigations of life after death.

Women and Bookselling

A Monthly Department of News and Theory—Edited by Virginia Smith Cowper

THIS is probably the most extensively used book-plate in the world. The designer, Anna Milo Upjohn, who has been associated with the Junior Red Cross in Europe, has seen this book-plate placed in all of the American books which have been given by that organization to the schools of France, Italy, Russia, Albania, Czecho-Slovakia, Hungary, Rumania, Austria, Bulgaria and Jugo-Slavia. Miss Upjohn has done many things worth while in black-and-white and in oils, and, when asked where and with whom she studied, modestly said, "It was in many places, usually for a few months at a time and disconnectedly, but that which counted for most was in Paris under Castelucho and Lucien Simon." Altho she has been "on the wing" for the last five years in Europe, the place she calls "home" is Jersey City, N. J., but for the present she is stationed in Washington, D. C.

Among the new members of the Women's National Book Association, is Dorothea Hertzog, editor of *Movie Weekly*. She is much interested in the organization and feels that her work is closely allied with that of bookselling.

There is a coffee house at 24 Beekman Street, New York, which carries a sign, "Good things to eat; Good friends to greet; GOOD BOOKS TO READ." Here are two enterprising young women, Jeanette and Josephine Ware, graduates of the University of Minnesota, carrying on a restaurant with the walls lined with bookshelves upon which rest the old favorites as well as the new ones in literature. Here one may have lunch, quietly with a favorite author close at hand. As one interviewer put it you ask the waiter for "Scrambled eggs, with 'Mr. Prohack,' please; or creamed chicken on toast with *Vogue*." The Misses Ware started with one small bookshelf, but now, owing to the great demand for books during lunch, they have been forced to line the walls with them. The idea is a very popular one with their patrons, judging from the emptiness of the shelves during the rush hour. No one ever runs off with the books, altho no charge is made for the use of them. The books are bought by the proprietors, who use this method of advertising their shop, knowing that folks will return day after day for lunch in order to finish a story so comfortably begun.

Mrs. Alice Spence Geddes Lloyd, head of the Caney Creek Community Centre, Pippapass, Knott County, Kentucky, is making arrangements for a lecture tour thru the Northern States in a short time. Mrs. Lloyd will bring along with her three mountain boys who will assist her with the program. The library in this community is a very popular place, and she states that it is almost impossible to satisfy the demands that these mountain folk make upon it. A fourth branch has just been opened with an even thousand volumes. These branches are in addition to the little libraries which have been placed in the schools in the remote districts.

Marie Robinson and Ellen Ringer have been carrying on a very successful exhibition of the paintings of Carleton C. Fowler at their shop, The Bookery, 11 West 47th St., New York. The canvases, large and small, are well distributed about the shop, some hung and others upon easels. This collection includes landscapes in water-colors and oils and thumb-box sketches. Some of the larger oils are "Fifth Avenue at Twilight," "Willows in Spring" and "In the Pine Woods." During the absence of Mrs. Robinson from New York, her place in the shop will be taken by Lucille Polianov, a newcomer to the book-trade.

Obituary Notes

ERNEST ALFRED VIZETELLY

Ernest Alfred Vizetelly, author, traveler and editor, died at his home in Hampstead, England, after a long illness, on March 26th. He was in his sixty-ninth year. While still in his teens, he became a newspaper correspondent and illustrator for several London periodicals during the Franco-Prussian War and was in Paris thruout the Commune. He was associated with Vizetelly & Company, publishers, as editor, during their brief career, and was the translator of Zola's works. His writings include: "My Days of Adventure, 1870-71"; "True Story of Alsace-Lorraine"; "Paris and Her People"; "In Seven Lands"; "The Court of the Tuilleries, 1852-1870"; "The Anarchists, Their Creed and Record"; "True Story of Chevalier d'Eon"; and the following novels: "The Scorpion"; "A Path of Thorns"; "The Lover's Progress"; and "Blush Rose." His brother, Frank H. Vizetelly, is now connected with the *Literary Digest* and the Standard Dictionary.

There were three brothers: Ernest A. Vizetelly, Dr. Frank H. Vizetelly, of New York City, and the late Edward H. Vizetelly. The Vizetelly firm got into trouble with the criminal authorities for bringing out certain of the books of Emile Zola in English. Yet some years later when the realistic novelist visited London he was received with honor.

Communications

SECOND HAND BOOK PRICES

Los Angeles Public Library
Los Angeles, California,
March 17, 1922.

Editor, Publishers' Weekly:

Is it a fact, as stated by "Burdock" in the issue of February 25th, that libraries are unwilling to pay fair prices for "o. p." books, or does "Burdock" quote too high prices? I do not believe that as a general rule libraries go to the trouble of placing weekly advertisements in the "Books Wanted" column and then fail to buy if they receive reasonable offers.

It is very frequently the case that we receive several answers for a single item on which the highest quotation is double that of the lowest offer. We recently advertised for "The Thrall of Lief the Lucky" and bought all copies offered under the original publication price.

The mere fact that a book is not listed in the latest copy of the publishers' catalog makes it considered "o. p.," but does not necessarily justify charging a premium for the hundreds of copies available in second-hand stores all over the country. We may advertise for a book which we are willing to buy at the original price, but not at a premium.

This library is placing ads at regular intervals and securing satisfactory results, having secured missing volumes of some important continuations and replacement of recent books. Probably there has never been a time when the publishers were allowing so many titles in constant demand by libraries to go out of print, and it is in this connection that I find the "Books Wanted" column of great assistance.

Very truly yours,
Albert C. Read,
Principal of Order Department.

SECOND HAND PRICES AGAIN

Zelienople, Pa.

Editor, Publishers' Weekly,

Would you please call attention to the ridiculous practice some book dealers have of quoting absurd and excessive prices to very ordinary, common and in no wise expensive books in reply to inquiries in your "Books Wanted."

I recently advertised for a copy of Bill Nye's "Comic History of U. S," a book very common and worth at most $2.00, and was simply deluged with offers of from $1.20 to $15.00.

Yours truly,
P. L. D.

Personal Notes

Frank C. Dodd, of Dodd, Mead & Company, sailed for England on March 23rd. Before leaving, Mr. Dodd stated that, because of the recent purchase of the John Lane line, and the large increase to the Dodd Mead list, he would probably not add materially to the books already arranged for this year; that he was more interested in perfecting plans and securing material for 1923. Mr. Dodd plans to visit W. J. Locke at his home in Cannes, and while in England, will see Archibald Marshall, W. B. Maxwell, Muriel Hine, Arthur Rees, Anthony Pryde, Michael Arlen, Berta Ruck, Olive Wadsley, and other Dodd Mead authors.

Harold Hunting, who was formerly manager of the Religious Book Shop, and more recently with McDevitt-Wilson's, goes April first to the George H. Doran Co. where he will assist Charles M. Roe, head of the religious department.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Ackley, Clarence Emerson
Outline history of English and American literature, [with bibliographies.] 115 p. D c. Bost., Stratford Co. $1
The author is superintendent of city schools, Winchester, Ky.

Barbour, Ralph Henry, and Holt, H. P.
Over two seas. 264 p. front. D c. N. Y., Appleton $1.75
The story of two boys in the South Seas.

Bare-handed selling; a book of true sales experiments by The men who make prosperity; a book of tools, not rules, chosen for their usefulness to the experienced salesman who wishes to make more and better sales and to men and women who are beginning a selling career. 250 p. D [c. '22] N. Y., Reynolds Pub. Co., inc., 416 W. 13th St. bds. $1

Benezet, Louis Paul
Young people's history of the world war. 14+481 p. front. pls. maps pors. D c. N. Y., Macmillan $1.20
An edition for intermediate grammar grades.

Bernhardt, Sarah
The idol of Paris; a romance; tr. from the French by Mary Tongue. 320 p. front. D [c. '22] N. Y., The Macaulay Co., 15 W. 38th St. $1.75
The story of a young actress, who at seventeen, had Paris at her feet.

Berry, Elmer
Baseball notes for coaches and players; 2nd edition; [introd. by Ray L. Fisher.] 86 p. pls. diagrs. '22 c. '16-'22 N. Y., A. S. Barnes & Co. $2

Bill, Ingram E.
Constructive evangelism. 125 p. (10¾ p. bibl.) S [c. '21] Phil., The Judson Press bds. $1

Brown, Arthur Judson
The why and how of foreign missions. 210 p. il. O [c. '21] N. Y., Missionary Education Movement of the U. S. and Canada pap. 50 c.; 75 c.

Adler, Felix
The punishment of children; [introd. by Norman E. Richardson.] 40 p. O (American home ser.) [n. d.] N. Y. and Cin., The Abingdon Press pap. 20 c.

American Institute of Child Life. The Educational Staff
The problems of fighting; 3rd ed. 19 p. (1 p. bibl.) O (American home ser.) [c. '14] N. Y. and Cin., The Abingdon Press pap. 15 c.
The problems of temper; 3rd ed. revised. 22 p. (½ p. bibl.) O (American home ser.) [c. '14] N. Y. and Cin., The Abingdon Press pap. 15 c.
Sunday in the home; 3rd ed. 29 p. (2¾ p. bibl.) O (American home ser.) [c. '14] N. Y. and Cin., The Abingdon Press pap. 15 c.
A year of good Sundays; 3rd ed. 27 p. (2¼ p. bibl.) O (American home ser.) [c. '14] N. Y. and Cin., The Abingdon Press pap. 15 c.

American Institute of Child Life. The Literary Staff
The dramatic instinct in children; 4th ed. revised. 27 p. (1 p. bibl.) O (American home ser.) [c. '14] N. Y. and Cin., The Abingdon Press pap. 15 c.
The education of the child during the second and third years; 2nd edition. 45 p. (1½ p. bibl.) O (American home ser.) [c. '14] N. Y. and Cin., Abingdon Press pap. 20 c.
The picture-hour in the home; 2nd ed. 24 p. (3 p. bibl.) O (American home ser.) [c. '14] N. Y. and Cin., The Abingdon Press pap. 15 c.
The second and third years. 35 p. (1 p. bibl.) O (American home ser.) [c. '14] N. Y. and Cin., The Abingdon Press pap. 20 c.
Table talk in the home; 4th ed.; [introd. by Norman E. Richardson.] 30 p. (¾ p. bibl.) O (American home ser.) [c. '13] N. Y. and Cin., The Abingdon Press pap. 15 c.

American Library Association
Booklist books, 1921; a selection. 70 p. O '22 Chic., American Library Assn., 78 East Washington pap. 25 c.

American Olympic Committee
Report of the American Olympic committee; 7th Olympic games, Antwerp, Belgium 1920. 11+451 p. front. il. pors. O '21 N. Y., American Olympic Committee, 6 E. 23rd St. $1

Bell, Aubrey Fitz Gerald
Baltasar Gracian. 8+82 p. O (Hispanic society of America-Portugese ser. 3) '22 N. Y., Oxford University Press $2.25
Fernam Lopez. 8+62 p. O (Hispanic society of America; Portugese ser. 2) '22 N. Y. Oxford University Press $1.80

Betts, George Herbert
Parenthood and heredity; [2nd ed.] 26 p. O [c. '15] N. Y. and Cin., The Abingdon Press pap. 15 c.
The roots of disposition and character. 27 p. (½ p. bibl.) O (American home ser.) [c. '15] N. Y. and Cin., The Abingdon Press pap. 15 c.
Youth's outlook upon life. 30 p. O (American home ser.) [c. '15] N. Y. and Cin., The Abingdon Press pap. 15 c.

British Museum
Cuneiform texts from Babylonian tablets, etc., in the British Museum; pt. 36. 12 p. pls. O '22 N. Y., Oxford University Press $8

Bryant, Mrs. Louise Frances Stevens
Educational work of the girl scouts. 14 p. O (U. S. Dept. of the Interior; Bu. of education; bull., 1921. no. 46) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Buckham, John Wright
Religion as experience. 128 p. D [c. '22] N. Y. and Cin., The Abingdon Press $1

Byron, George Gordon Noel Byron, Lord
Lord Byron's correspondence chiefly with Lady Melbourne, Mr. Hobhouse, the Hon. Douglas Kinnaird, and P. B. Shelley; with pors. ed. by John Murray in 2 volumes. 13+308; 9+326 p. fronts. (pors.) facsms. pors. O '22 N. Y., Scribner $8.50
These letters cover the whole of Lord Byron's life from his Cambridge days, but are chiefly concerned with his society career of five years in London, and his residence abroad.

Calkins, Earnest Elmo
The advertising man. 205 p. (4¼ p. bibl.) S (The vocational ser.) c. N. Y., Scribner $1.25
An estimate of the advertising man's requisites and opportunities.

Cazenove, Theophile
Cazenove journal; 1794; a record of the journey of Theophile Cazenove through New Jersey and Pennsylvania; tr. from the French; ed. by Rayner Wickersham Kelsey. 17+103 p. front. (por.), pls. facsms. O (Haverford College studies, no. 13) c. Haverford, Pa., The Pennsylvania History Press $1.80
The story of a business trip from Newark, New Jersey, to Allentwn, Pa., down to Philadelphia, which was made October 21, to November 16, 1794.

Chamberlin, Frederick
The private character of Queen Elizabeth. 325 p. il. pls. O '21 N. Y., Dodd, Mead $5

Chapman, Abel
Savage Sudan; its wild tribes, big game and bird life; with 248 il. chiefly from rough sketches by the author. 20+452 p. front. (map) O '22 N. Y., Putnam $10

Clark, Thomas Arkle
When you write a letter; some suggestions as to why, when and how it should be done. 165 p. O [c. '21] Chic., B. H. Sanborn & Co. $1.12

Connolly, James Brendan
Tide rips. 246 p. front. D '22 c. '14-'22 N. Y., Scribner $1.75
A collection of nine sea stories.

Cross, Victoria. *See* **Griffen, Vivian**

Curtman, Louis J.
An introduction to the analytical chemistry of the rarer elements. 64 p. (1 p. bibl.) D [c. 22] N. Y., [Author], 547 W. 142nd St. $1.25

[Dewey, John, and others]
Ideals, aims and methods in education. 7+110 p. (bibl. footnotes) S (The new educator's library) '22 N. Y., Pitman $1
Among the contributors to this volume are W. Bateson, Benedetto Croce, H. Bompas Smith, Shepard Dawson and others.

Drown, Edward Staples
The creative Christ; a study of the incarnation in terms of modern thought. 167 p. D c. N. Y., Macmillan $1.25
A study of the incarnation in terms of modern thought.

Dunsany, Edward John Moreton Drax Plunkett, 18 baron
If; a play in four acts; [foreword by William Beebe.] 10+185 p. D c. N. Y., Putnam bds. $1.75
The story of a man who one day, years ago, missed the 8.15 to town, and of all, in consequence, he missed besides.

Emerson, William Robie Patten
Nutrition and growth in children. 29+241 p. (½ p. bibl.) front. (por.) charts pls. forms. pors. c. O N. Y., Appleton $2.50
The author describes the causes of malnutrition in growing children and shows how the condition may be detected. The book is designed for home, school and community workers.

Erskine, Laurie Yorke
Renfrew of the Royal mounted. 255 p. col. front. D c. N. Y., Appleton $1.75
The story for boys, of the life of the men in the service of the Royal Mounted, and of the way in which they deal with Indian uprisings, frontier ruffians and fugitives from justice.

Fisher, Henry W.
Abroad with Mark Twain and Eugene Field; tales they told to a fellow correspondent; [ed. by Merle Johnson.] 21+246 p. O c. N. Y., N. L. Brown $2.25
A story of the author's intimate association with Twain and Field in Paris, London, Vienna and Berlin, together with anecdotes told by both men.

Flattery, Maurice Douglas
Three plays; Annie Laurie, The subterfuge, The conspirators. 211 p. D [c. '05-'21] Bost., Four Seas $2

Carnovale, Luigi
The disarmament conference at Washington will be a failure; only by the abolition of neutrality can war be quickly and forever prevented; 2nd ed. 32 p. O [c. '21] Chic., Italian-American Pub. Co., 30 North Michigan Ave. pap. 25 c.

Cohalan, Daniel Florence
Senator Lodge: past and present. 14 p. D [n. d.] Wash., D. C., All America National Council, Munsey Bldg. pap. apply

Conference on Unemployment
Report of the President's Conference on unemployment, Sept. 26-Oct. 13, 1921; [with bibliography]; Herbert Hoover, chairman. 178 p. il. O '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 20 c.

Daniels, Ara Marcus
Chimneys and fireplaces; they contribute to the health and happiness of the farm family; how to build them. 28 p. il. diagrs. O (U. S. Dept. of agriculture; Farmers' bull. 1230; Bureau of public roads) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Eggleston, Margaret W.
Building for womanhood. 28 p. O (American home ser.) [c. '21] N. Y. and Cin., The Abingdon Press pap. 20 c.

Ernle Rowland Edmund Prothero, Lord
The light reading of our ancestors; [a discussion of the growth and place of romantic fiction in the Middle Ages, and the three chief groups of romances, the French, the Classical, and the Arthurian. 14 p. O (English association, pamphlet no. 50) '22 N. Y., Oxford University Press pap. 90 c.

Foster, Harry L.
The adventures of a tropical tramp; with il. from photographs taken by the author. 359 p. front. (por.) pls. pors. O c. N. Y., Dodd, Mead $2.50
The experiences of the author who, thru the spirit of adventure, went down to South America without money and took life as he found it.

Friel, Arthur O.
The pathless trail. 337 p. D c. N. Y., Harper $1.75
A story of adventure in the dark unexplored forests of Peru, to which a man fled, thinking that he had committed a murder. He lived while in a temporarily demented state with a tribe of cannibals for five years, because the savages feared to kill a mad man.

Gibbs, Charlotte Mitchell
Household textiles; rev. edition. 8+256 p. (5½ p. bibl.) front. pls. il. diagrs. D '22 c. '12-'22 Bost., Whitcomb & Barrows, Huntington Chambers $1.50

Gregory, Isabella Augusta Persse, Lady
The image and other plays. 253 p. D c. N. Y., Putnam $2
Contents: The Image; Hanrahan's Oath; Shanwalla; The Wrens.

Gregory, T. E. G.
Tariffs; a study in method. 15+518 p. charts tabs. O '21 Phil., Lippincott $8.50
Partial contents: Tariff-making bodies; The internal form of the tariff; The tariff rate; Differentiation and specialization of commodities; The preferential system of the British Empire. The author is Cassel Reader in Commerce, University of London.

Griffen, Vivian Cory [Victoria Cross, pseud.]
Over life's edge. 243 p. front. D [c. '21-'22] N. Y., Macaulay $1.75
A romance of the Cornish coast.

Gurney, Lydia Maria
Things mother used to make. 15+110 p. D '22 c. '12-'22 N. Y., Macmillan 75 c.

Hallet, Richard Matthews
The canyon of the fools; with il. by W. H. D. Koerner. 409 p. front. pls. D [c. '22] N. Y., Harper $2
A story of the adventures of a group of miners after gold. The scene is near the Mexican border, where great numbers of people wasted their years in search of treasure.

Hansen, Marcus Lee
Welfare work in Iowa. 14+319 p. D (Chronicles of the world war) '21 Iowa City, Ia., Iowa State Historical Society apply
This volume supplements "Welfare Campaigns in Iowa," which was published in 1920.

Hare, Amory [Mrs. Arthur B. Cook]
The swept hearth [verse]. 82 p. O [c. '22] N. Y., John Lane bds. $1.50

Harrison, Frederic
Novissima verba; last words, 1920. 207 p. O ['21] N. Y., Holt $3
Essays on life, literature and politics, which first appeared in the Fortnightly Review during 1920.

Hext, Harrington, pseud.
Number 87. 255 p. D c. N. Y., Macmillan $1.50
A mystery story of a man who happens upon one of the secrets of nature of unlimited power and proceeds to apply it.

Holmes, John Haynes
New churches for old; a plea for community religion. 15+341 p. D c. N. Y., Dodd, Mead $2
Partial contents: The collapse of the churches: what is the matter?; Democracy: religion outside the churches; Theology and sociology; The community church: organization, message and work; The practical problem.

Housman, Alfred Edward
A Shropshire lad; authorized version. 93 p. S '22 N. Y., Holt $1.50

Hunter, Hiram
Little folks book of nature. 63 p. col. front. pls. (part col.) O [c. '22] N. Y., G. Sully & Co. $1.25
A book of wild and domestic animals, birds, flowers, butterflies and fish described for children from 6 to 10 years.

Hurst, Fannie [Mrs. Jacques Danielson]
The vertical city. 280 p. D [c. '22] N. Y., Harper $1.90
Six short stories of New York.

Hutchinson, Paul
The next step; a study in Methodist polity. 119 p. S [c. '22] N. Y. and Cin., The Methodist Bk. Concern 75 c.
Partial contents: Venturing forth alone; A bit of history; Lessening long distance control Doctrine and order in a world church; Common agencies in a world church.

Forbush, William Byron
Dramatics in the home; 3rd ed. 30 p. (1 p. bibl.) O (American home ser.) [c. '14] N. Y. and Cin., The Abingdon Press pap. 15 c.
The education of the baby until it is one year old; 2nd edition. 21 p. (3¼ p. bibl.) O (American home ser.) [c. '13] N. Y. and Cin., The Abingdon Press pap. 15 c.
The first year in a baby's life; 2nd ed. 37 p. (1½ p. bibl.) O (American home ser.) [c. '13] N. Y. and Cin., The Abingdon Press pap. 20 c.
The government of children between six and twelve; 4th edition; [introd. by Norman E. Richardson.] 63 p. (3 p. bibl.) O (American home ser.) [c. '13] N. Y. and Cin., The Abingdon Press pap. 25 c.
The government of young children; 3rd ed.; [introd. by Norman E. Richardson.] 60 p. (2 p. bibl.) O (American home ser.) [c. '13] N. Y. and Cin., The Abingdon Press pap. 25 c.
On truth-telling and the problem of children's lies; 4th ed.; [introd. by Norman E. Richardson.] 39 p. (1¼ p. bibl.) O (American home ser.) [c. '13] N. Y. and Cin., The Abingdon Press pap. 20 c.
Sex discipline for boys in the home; 2nd ed.; [introd. by Norman E. Richardson.] 31 p. (1 p. bibl.) O (American home ser.) [c. '13] N. Y. and Cin., The Abingdon Press pap. 25 c.
Story-telling in the home; 3rd ed., revised. 36 p. (8¼ p. bibl.) front. O (American home ser.) [c. '14] N. Y. and Cin. The Abingdon Press pap. 20 c.

Hasek, Carl William
The Slavonic languages and literatures in American colleges and universities. 9 p. (2 p. bibl.) O (U. S. Bureau of education; Higher education circular no. 23; Oct., 1920) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Heller, Mrs. Harriet Hickox
Thumb-sucking. 13 p. D (American home ser.) [c. '14] N. Y. and Cin., The Abingdon Press pap. 15 c.
What to say in telling the story of life's renewal to children; 3rd ed. 34 p. (1 p. bibl.) O (American home ser.) [c. '14] N. Y. and Cin., The Abingdon Press pap. 20 c.

Hunt, Caroline Louisa
A week's food for an average family. 27 p. il. O (U. S. Dept. of Agriculture; Farmers' bull. 1228; States relations service) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Jillson, Willard Rouse
The coal industry in Kentucky; an historical sketch. 87 p. pls. tabs. D '22 Frankfort, Ky., Kentucky Geological Survey $2
Contents: Discovery and early use; A new Kentucky industry; The coal industry reborn; Geology and production of coal. Index.
The conservation of natural gas in Kentucky; il. with 44 new photographs, maps and diagrs. 152 p. (2 p. bibl.) diagrs. front. pls. maps D c. Frankfort, Ky., Kentucky Geological Survey $1
Partial contents: The age of waste; Trend of critical comment; Natural gas conservation.

Johnson, James Weldon, ed.
The book of American negro poetry; chosen and ed. with an essay on the negro's creative genius. 48+215 p. D [c. '22] N. Y., Harcourt, Brace bds. $2.25
Poems by Paul Lawrence Dunbar, W. E. B. DuBois, William S. Braithwaite, Fenton Johnson, Claude McKay, Anne Spencer, Lucian B. Watkins and others.

Jones, Sir Henry
A faith that enquires; the Gifford lectures delivered in the University of Glasgow in the years 1920 and 1921. 10+278 p. D c. N. Y., Macmillan $2
Partial contents: The value and need of free inquiry in religion; Religious life and religious theory; Morality and religion; God and man's freedom; The immortality of the soul.

Kelland, Clarence Budington
Conflict. 330 p. D c. N. Y., Harper $2
A story of hypocrisy, love and mystery, with the plot laid in the lumber country.

Kutchin, Victor
What birds have done with me. 274 p. front. (por.) D [c. '22] Bost., Badger $2
Reminiscences of a bird-lover.

Lamb, Harold
The house of the falcon. 287 p. D c. '21 N. Y., Appleton $2

Leo, Brother
Teaching the drama and the essay. 81 p. D [c. '21] N. Y., Schwartz, Kirwin & Fauss, 42 Barclay St. 75 c.

Le Queux, William Tufnell
The Stretton Street affair. 320 p. front. D [c. '22] N. Y., Macaulay $1.75
The story of the mysterious death of a young woman, and the wild dash about Europe made by those in search of the murderer.

Leseur, Elizabeth
The spiritual life. 255 p. D [c. '22] N. Y., Benziger Bros. bds. $2

Leslie, Shane, i.e., John Randolph Leslie
The oppidan. 13+365 p. D '22 N. Y., Scribner $2.50
The tale of Peter Darley, his days in classroom and dormitory at Eton, of the escapades and athletic matches of the school.

Lippmann, Walter
Public opinion. 10+427 p. O [c. '22] N. Y., Harcourt, Brace $3
Partial contents: The world outside and the pictures in our heads; Approaches to the world outside; The making of a common will; The image of democracy; The newspapers; Organized intelligence.

McCann, Alfred Watterson
God—or gorilla; how the monkey theory of evolution exposes its own methods, refutes its own principles, denies its own inferences, disproves its own case. 13+340 p. pls. diagrs. O [c. '22] N. Y., The Devin-Adair Co., 425 5th Ave. $3
A work in which the author points out "if evolution is indeed a fact, the evolutionists themselves have done more than show how it cannot be a fact."

International Kindergarten Union. Bureau of Education Committee. Literature Subcommittee, comps.
Books on the education of early childhood; [a bibliography.] 15 p. O (U. S. Dept. of the Interior; Kindergarten circular no. 7) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Johnson, Edith C.
The home kindergarten. 45 p. (½ p. bibl.) O (Amercan home ser.) [c. '20] N. Y. and Cin., The Abingdon Press pap. 20 c.
The nervous child; [introd. by Norman E. Richardson.] 37 p. (¼ p. bibl.) O (American home ser.) [c. '20] N. Y. and Cin., The Abingdon Press pap. 20 c.

Kennedy, Minnie E.
The home and moving pictures; [introd. by Norman E. Richardson.] 29 p. (1 p. bibl.) O (American home ser.) [c. '21] N. Y. and Cin., The Abingdon Press pap. 20 c.

Knox, William J.
The nation's challenge to the home. 24 p. (1 p. bibl.) O (American home ser.) [c. '20] N. Y. and Cin., The Abingdon Press pap. 15 c.

Langford, Frederick William
First steps toward character; or, Religious nurture during the first three years. 21 p. O (American home ser.) [c. '20] N. Y. and Cin., The Abingdon Press pap. 15 c.
The religious nurture of a little child; years four and five; 2nd edition. 48 p. (½ p. bibl.) O (American home ser.) [c. '14-'20] N. Y. and Cin., The Abingdon Press pap. 20 c.

Larrison, Eleanor R.
Training in thrift. 38 p. (2½ p. bibl) O (American Home ser.) [c. '21] N. Y. and Cin., The Abingdon Press pap. 20 c.

Lee, Joseph
Rhythm and recreation. 18 p. O (American home ser.) [n. d.] N. Y. and Cin., The Abingdon Press pap. 15 c.

Lowe Mary A.
The use of dolls in child-training; or, A new system of storytelling. 63 p. pls. diagrs. O (American home ser.) [c. '21] N. Y. and Cin., The Abingdon Press pap. 25 c.

M., Mrs. B. G.
How one real mother lives with her children; [introd. by William Byron Forbush.] 23 p. O 23 p. (1¼ p. bibl.) [n. d.] N. Y. and Cin., The Abingdon Press pap. 15 c.

McAtee, Waldo Lee
Community bird refuges. 13 p. il. map O (U. S. Dept. of agriculture; Farmers' bull. 1239; Bureau of biological survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.
How to attract birds in northeastern United States; [2nd rev. ed., Nov., 1921.] 16 p. il. maps O (U. S. Dept. of Agriculture; Farmers' bull. 621; Bureau of biological survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Magrath, Rev. John Richard
The Queen's college; 2 v.; v. 1, 1341-1646; v. 2, 1646-1877. 34+360; 14+440 p. pls. O '22 N. Y., Oxford University Press $19

Masters, Edgar Lee
Children of the market place. 468 p. D c. N. Y., Macmillan $2
This novel represents the supposed memoirs of an American pioneer.

Meeker, Ezra
Seventy years of progress in Washington. 381+51 p. front. (por.) pls. pors. (part fold.) O c. '21 Seattle, Wash., [Author], Congress Hotel $5
The adventures of a western pioneer, who watched the steady growth of the country; together with a facsimile of the author's "Washington Territory west of the Cascade Mountains; containing a description of Puget Sound and Rivers emptying into it," which was published in 1870.

Mittell, B. E. G.
Continuous wave wireless telegraphy; a non-mathematical introduction to the subject of wireless telegraphy from the engineer's point of view; with special reference to the principles, apparatus, and operation of continuous wave systems. 15+114 p. (1 p. bibl.) front. diagrs. pls. map plans S (Pitman's technical primers) '22 N. Y., Pitman 85 c.

National Child Labor Committee
Rural child welfare; an inquiry by the National child labor committee under the direction of Edward N. Clopper; photographic il. by Lewis W. Hine. 255 p. front. (pors.) tabs. D c. N. Y., Macmillan $3
Partial contents: Child labor on farms, by Walter W. Armentrout; Rural school attendance, by Gertrude H. Folks; Rural school dependency, neglect and delinquency; by Sara A. Brown; The child and the State, by W. H. Swift.

Nicols, Beverley
Patchwork. 356 p. D c. N. Y., Holt $1.75
A story of English university life.

Norris, Kathleen Thompson [Mrs. Charles Gilman Norris]
Lucretia Lombard; il. by A. I. Keller. 316 p. D c. Garden City, N. Y., Doubleday, Page $1.75
A drama of a man and woman striving to untangle wisely and honestly the complications in which a great passion has enmeshed their lives.

Orcutt, William Dana
The balance; a novel of today. 351 p. D [c. '22] N. Y., Stokes $1.90
A story of the labor problem.

Overman, James Robert
Principles and methods of teaching arithmetic. 340 p. O [c. '20] Chic., Lyons & Carnahan, 623 S. Wabash Ave. $1.60

Page, Leigh
An introduction to electrodynamics from the standpoint of the electron theory. 6+134 p. diagrs. O [c. '22] Bost., Ginn & Co. $2
Partial contents: The principles of relativity; The dynamical equation of an electron; Radiation; Electromagnetic fields in material media. The author is assistant professor of physics in Yale University.

Painted windows; studies in religious personality; by A gentleman with a duster; with an introd. by Kirsopp Lake; with il. by Emile Verpilleux. 21+229 p. front. (por.) pors. O c. N. Y., Putnam $2.50
Studies of Bishop Gore, Father Knox, Canon Barnes, Bramwell Booth, Bishop Temple, Archbishop Davidson and others.

Parks, Leighton, D.D.
The crisis of the churches. 30+256 p. O c. N. Y., Scribner $2.50
A study of the duties and opportunities of the churches of today, with special emphasis on church unity.

Powell, E. Alexander
Asia at the crossroads; Japan-Korea-China-Philippine Islands. 15+368 p. front. (por.) maps pls. O c. N. Y., Century $3
An interpretation of Far Eastern policies.

Powell, Henry Montefiore
Taxation of corporations and personal income in New York; 2 v.; v. 1, Corporation, real and personal property; v. 2, Personal income; 4th ed. 560; 400 p. O c. '21 N. Y., Boyd Press, 27 Reade St. v. 1, $8; v. 2, $6 [sold separately]
Fuller entry. Previously entered March 25.

Property, its duties and rights; historically, philosophically and religiously regarded; essays by various writers; with an introd. by the Bishop of Oxford; new ed. with an added essay. 24+243 p. D c. N. Y., Macmillan $2
Essays on the ethical and religious aspects of economic life.

Roberts, Kenneth Lewis
Why Europe leaves home; a true account of the reasons which cause Central Europeans to overrun America, which lead Russians to rush to Constantinople and other fascinating and unpleasant places, which coax Greek royalty and commoners into strange byways and hedges and which induce Englishmen and Scotchmen to go out at night; with il. from photographs; from accurate and de-propaganderized information gathered in England, Scotland, France, Belgium, Holland, Germany, Danzig, Poland, Czecho-Slovakia, Italy, Turkey and Greece in the years 1920 and 1921. 356 p. front. pls. pors. O [c. '22] Indianapolis, Ind., Bobbs-Merrill $3

Robinson, Clarence Cromwell
The find yourself idea; a friendly method of vocational guidance for older boys; for the use of adult leaders; [introd. by Jesse B. Davis.] 8+134 p. pls. forms. facsms. D c. N. Y., Association Press $1.40
Partial contents: The problem of vocational choice; The place and art of interviewing; Helping to discover the boy's vocational tendency; By-products and helps.

Robinson, F. A.
Mastered men; with an introd. by Rev. Charles W. Gordon [Ralph Connor]. 256 p. D [c. '22] N. Y., Doran $2
Short stories of western Canada.

National Association of Manufacturers. Open Shop Department
How the open shop brings prosperity. 24 p. nar. O (No. 50) [n. d.] N. Y., National Assn. of Manufacturers, 50 Church Street pap. gratis

Senders, Henry H.
Success in a nutshell. 45 p. S c. Cambridge, Mass., [Author], Harvard Sq. $1
Partial contents: Poverty vs. wealth; Determination; Concentration; Love thy work; Supreme effort, Be master; Harnessing psychology; Take your medicine; It is all within you; It can be done.

Severn, Hermon H.
Makers of the Bible and their literary methods. 162 p. D [c. '21] Phil., The Judson Press $1.25
Partial contents: Pre-Bible writers: the lost books; The writers of the Bible; Early translators; The copyists; bases of the text; Constructing the text; Understanding the Bible.

Shahan, Thomas Joseph, D.D.
Saint Patrick in history. 77 p. S '22 c. '04 N. Y., Longmans, Green 75 c.

Shands, Hubert Anthony [H. Anthony, pseud.]
White and black. 304 p. D [c. '22] N. Y., Harcourt, Brace $1.90
The story of half a dozen families in a Texas cotton-raising community, which presents a picture of complications which arise when two races live side by side.

Sherbow, Benjamin
Effective type-use for advertising. 137 p. forms. il. facsms. D c. N. Y., [Author], 50 Union Square $2
Partial contents: What is good advertising copy?: Getting attention; Delivering the message; Good looks; Liveliness; Easy to read; A check-up for effective type-use.

Sheridan, Clare Consuelo Frewen [Mrs. Wilfred Sheridan]
My American diary. 12+359 p. front. (por.) pls. pors. O [c. '22] N. Y., Boni & Liveright $3
The story of Mrs. Sheridan's adventures in America from New York to Mexico, and her impressions of the people with whom she came in contact.

Silvers, Earl Reed
Ned Beals, freshman. 237 p. front. D c. N. Y., Appleton $1.75
A story of American college life, for boys from 15 to 17 years.

Smith, John Merlin Powis
The religion of the Psalms. 9+167 p. (1½ p. bibl.) D [c. '22] Chic., The University of Chicago Press $1.75
Partial contents: The hymn book of the second temple; The sweet singer of Israel; Suffering and song.

Smith, John Talbot
The man who vanished; a novel. 357 p. D '22 c. '02-'22 N. Y., Blase Benziger & Co., inc., 98 Park Pl. $1.75
Formerly published in 1902 by W. H. Young & Co. under the title "The Art of Disappearing."

Sprague, Rev. Franklin Monroe
The creed and need of the new Congregationalism. 26+137 p. D ['20] Tampa, Fla., [Author], R. F. D. 5 $1.50
Partial contents: Church policies and creed; A spiritual creed for Congregational and all Christian churches; Theological seminaries and learning.

Stanton, Elizabeth Cady
Elizabeth Cady Stanton; as revealed in her letters, diary and reminiscences; ed. by Theodore Stanton and Harriot Stanton Blatch; il. from photographs; 2 v. 18+362; 369 p. front. (por.) pls. O [c. '22] N. Y., Harper $6
A combination of autobiography, letters and diary in which Mrs. Stanton pictures the eminent people of her time, including Horace Greeley, Oliver Wendall Holmes, William Lloyd Garrison, Gladstone, Parnell, Carlyle and others. It includes the story of her long fight for the emancipation of women.

Stout, Mrs. Charles H.
The amateur's book of the dahlia; introd. by Mrs. Francis King; il. from photographs and drawings. 15+314 p. col. front. diagrs. charts tabs. pls. Garden City, N. Y., Doubleday, Page $3
Instructions for the proper breeding and cultivating of dahlias, and of the designing and color schemes of gardens.

Stribling, Thomas Sigismund
Birthright; a novel il. by F. Luis Mora. 309 p. front. pls. D '22 c. '21-'22 N. Y., Century $1.90
A novel of a Southern negro, educated at Harvard, returning to his home, a stuffy cabin in the negro quarter of a rural community, where he plans to help his fellows.

Tagore, Sir Rabindranath [Ravindranatha Thakura]
Creative unity. 6+195 p. D c. N. Y., Macmillan $1.75
Ten essays among which are: The poet's religion; The religion of the forest; East and West; The modern age; The spirit of freedom; Woman and home.

Tannenbaum, Frank
Wall shadows; a study in American prisons; with an introd. by Thomas Mott Osborne. 17+168 p. O c. N. Y., Putnam $2
Contents: The psychology of prison cruelty; Prison democracy; Some prison facts; Facing the prison problem.

Taylor, Mona Dell
Exercises and practice problems for first course in algebra. 120 p. D [c. '21] Chic., Lyons & Carnahan, 623 S. Wabash Ave. 60 c.

Thaler, Alwin
Shakespere to Sheridan; a book about the theatre of yesterday and today; with il. from the Harvard theatre collection . 17+339 p. front. pls. facsms. pors. O c. Cambridge, Mass., Harvard University Press $5
Partial contents: Old lamps for new; The playwrights; The players; The managers; The theatres and the Court; The rates of admission in the Elizabethan theatre; On the sizes of the Elizabethan playhouses.

Thayer, Lee [Mrs. H. W. Thayer]
Q. E. D.; front. by the author. 6+278 p. D c. Garden City, N. Y., Doubleday, Page $1.75
The story of the mysterious death of a man found with a broken neck at the end of a terrace of a country house.

Shaw, Harold Batty
Hyperpiesia and hyperpiesis [hypertension]; a clinical pathological and experimental study; with 13 il., 53 charts, 8 tabs. and a scheme. 10+192 p. O '22 N. Y., Oxford University Press $6.50

Thomas, Charles Swain, and Paul, Harry Gilbert, eds.

Story, essay and verse; modern prose and poetry selected from the Atlantic Monthly; ed. with an introduction. 394 p. D c. '21 Bost., The Atlantic Monthly Press $1.50

Thompson, James V.

Handbook for workers with young people; [introd. by Norman E. Richardson.] 276 p. D (The Abingdon religious education texts; Community training school ser.) [c. '22] N. Y. and Cin., The Abingdon Press $1.50

Contains bibliographies.

Tinker, Chauncey Brewster

Young Boswell; chapters on James Boswell the biographer, based largely on new material. 266 p. front. (por.) pls. pors. O [c. '22] Bost., The Atlantic Monthly Press $3.50

Letters written by Boswell to Rousseau, Oliver Goldsmith, John Wilkes and others.

Tracy, Louis

The strange case of Mortimer Fenley. 336 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap 75 c.

Verrill, Alpheus Hyatt

The deep sea hunters; adventures on a whaler. 241 p. front. D c. N. Y., Appleton $1.75

The story of two boys who embarked on a South Atlantic whaler.

Wagnalls, Mabel

Letters to Lithopolis from O. Henry to Mabel Wagnalls. 29+58 p. S c. Garden City, N. Y., Doubleday, Page $10 [377 copies]

Letters written by O. Henry to Miss Wagnalls from 1903 to 1907.

Waldron, Webb

The road to the world. 416 p. D c. N. Y., Century Co. $1.90

The story of a personality's adventures in getting adjusted to environment.

Watts, Mary Stanbery

The house of Rimmon. 378 p. D c. N. Y., Macmillan $2

A novel of New York's literary and dramatic circles.

Wickham, Harvey

The scarlet X. 315 p. D [c. '22] N. Y., Clode $1.50

An adventure and detective story, in one.

Willard, Charles E.

The A. B. C. of life insurance; rev., enl. and rewritten by Millard Keys; 6th ed. 104 p. tabs. D [c. '21] N. Y., The Spectator Co., 135 William St. $2

Williams, Talcott

The newspaperman. 209 p. S (The vocational ser.) c. N. Y., Scribner $1.25

Partial contents: The choice of the calling; The personal equipment; Letters and the newspaper; Newspaper English; Professional English; Pay and pecuniary reward; The competition of "publicity."

Wingfield-Stratford, Esmé Cecil

The open road to mind training. 16+253 p. D [c. '22] N. Y., T. Y. Crowell $1.75

Partial contents: The physical basis; Imagination and sympathy; Memory and memory training; The feelings; The will; Creative genius.

Yezierska, Anzia, pseud.

Hungry hearts; il. with scenes from the photoplay. 297 p. front. pls. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Zinsser, Hans and others

A textbook of bacteriology; a practical treatise for students and practitioners of medicine and public health; with a section on pathogenic protozoa by Frederic Russell; completely rev. and rewritten from the original text of Hiss and Zinsser with 198 il. in the text; 5th edition. 14+1193 p. (bibliographical footnotes) il. O '22 N. Y., Appleton $7.50 (subs. only)

Trenton, N. J. Free Public Library

Books for the home builder; [a bibliography]. 7 p. T '22 Trenton, N. J., Free Public Library pap. gratis

Suggestions for devotional reading; [a bibliography.] 7 p. T [n. d.] Trenton, N. J., Free Public Library pap. gratis

U. S. Children's Bureau

Child care and child welfare; outlines for study; prepared by the Children's bureau, U. S. Dept. of labor, in co-operation with the Federal board for vocational education; October 1921. 502 p. O (Federal board for vocational education, bull. no. 65; Home economics ser., no. 5) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 35 c.

U. S. Tariff Commission

Depreciated exchange and internaional trade. 4+118 p. tabs. O '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap 15 c.

Verrill, Mrs. Ethel Bestino

Christ law. 59 p. S [c. '21] Los Angeles, Cal., Master Mind Pr. Co., 649 Flower St. pap.

Wessling, Hannah Louise

Baking in the home; [rev. May 1921] 40 p. il. O (U. S. Dept. of agriculture; Farmers' bull. 1136; States relations service) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 10 c.

Williams, George Pugh

The Angora goat. 26 p. il. O (U. S. Dept. of agriculture; Farmers' bull. 1203; Bu. of animal industry; supersedes Farmers' bull. 573) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Williams, Lester Alonzo

Further use of standard tests and scales as a basis for a co-operative research plan. 21 p. tabs. O (Univ. of N. C. record, no. 176, May, 1920; Extension ser., no. 37) '20 Chapel Hill, N. C., University of North Carolina pap. 25 c.

Winslow, Emma A.

Food values, how foods meet body needs; Dec. 30, 1921. 37 p. il. O (U. S. Dept. of agriculture; dept. bull. 975; States relations service) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 10 c.

Woodward, Elizabeth A.

Educational opportunities for women from other lands; with a chapter on legislation affecting women by Esther Everett Lape. 35 p. (2 p. bibl.) pls. O (Univ. of the state of New York bull., no 718, Sept. 15th, 1920) Albany, N. Y., The University of the State of New York pap.

Rare Books, Autographs and Prints

THE Pelazzo Centani, in Venice, the house occupied by Goldini, the master of Italian comedy, has been bought and will be converted into a dramatic museum.

Important autograph letters and historical documents including papers relating to early New York, letters of signers of the Declaration of Independence, presidents of the United States, generals in the Revolution, colonial governors, actors and authors, will be sold by Stan V. Henkels in Philadelphia, April 6.

Original manuscripts of Beethoven, Bach, Schubert, Schumann, and others, the property of Breitkopf & Hartel, 22 West Thirty-eighth Street, one of the oldest publishers of classical music in this country, were mutilated and stolen by burglars last week. It is regarded as improbable that the manuscripts that were carried away will be offered for sale in this country, in the near future, at least, because they could be so easily traced.

The fifth volume of "Autograph Prices Current, 1919-21," founded by the late E. H. Courville, of London, now edited and published by Mrs. A. J. Herbert has just made its appearance. Formerly an annual, two years' records have been run into one alphabet in order to bring the publication quickly up-to-date. Dealers and collectors will be glad to learn of the revival of this reference work.

Charles F. Heartman has printed a limited edition of eighty-six copies, five on Japan paper, of the rare "Narrative of the Captivity of William Biggs" among the Kickappoo Indians in 1788 written by himself, making No. 37 in the Heartman Historical Series. The volume is printed on handmade paper, bound in gray boards and is an interesting addition to the series.

George Watson Cole, president of the Bibliographical Society of America, in discussing the high prices of rare books is of the opinion that the recent great advances are not an unmixed evil, as they stimulate the owners of libraries to search thru their books and place newly discovered and unknown works upon the market. It is also an important factor in creating greater respect for old books and tends to insure their preservation.

A "Special Libraries Directory" edited by Dorsey W. Hyde, listing more than 1300 specialized collections scattered thruout America has been published and is sure to be useful in research work, not only to students interested in special subjects but to the librarians themselves. This list is not complete but it is hoped that the usefulness of this edition will warrant the publication in due time of another and more complete edition.

An important collection of first editions of nineteenth century English authors collected by Edward K. Butler of Jamaica Plain, Mass., will be sold at the American Art Galleries April 10. A conspicuous feature of this collection is the unusually large number of books that are inscribed or have some portion or complete part of the original manuscript of the text represented in the printed version. Robert and Elizabeth Barrett Browning, Fitzgerald, Dante G. Rossetti, Swinburne and Tennyson are represented by some very rare lots.

The Bookman's Journal and Print Collector continues to bring within its monthly numbers a great deal of information that book and print lovers cannot afford to miss. Among the special articles in the March issue are "Bookmen on Book Borrowers," by William Jaggard; "Early English Service Books," by Herbert Garland; "Well-edited English Authors," by Richard Curle; "Sir Frank Short, R.A., P.R.E., Master Engraver," by Malcolm C. Salamon. The magazine this month has many handsome illustrations, and the departments, as usual, are packed with interesting note and comment.

Henry F. De Puy has recently issued in a privately printed edition "Some Letters of Andrew Jackson," including an address before the American Antiquarian Society together with nine letters, the correspondence of Andrew Jackson and Samuel Swartout in the presidential campaign of 1824. The originals of these letters, seven by Jackson and two by Swartout, are in Mr. De Puy's possession. Mr. De Puy makes the point that the letters show a vigor and clearness of expression and an accuracy and precision in spelling and grammar that was not accredited to Jackson at this period.

Otis J. Hammond, superintendent of the New Hampshire Historical Society, reports the discovery of a copy of "Political Debates of Hon. Abraham Lincoln and Hon. Stephen A. Douglas," the first edition of the speeches in the famous Senatorial campaign of 1858 in Illinois, with a letter from John G. Nicolay written at Springfield, Ill., August 14, 1860, transmitting the book to W. F. Goodwin, then secretary of

the society. The volume also contains on a fly leaf the following inscription: "Presented to the New Hampshire Historical Society, A. Lincoln." So far as known this is the only presentation copy given to any historical society.

The sporting library of a well-known collector, one of the finest that has been offered for sale for a long time, will be sold at the Anderson Galleries April 3 and 4. The collection includes the very rare *American Turf Register*, 1829-44; *Annals of Sporting and Fancy Gazette*, 13 vols., 1822-28; and a complete set of the *Sporting Magazine*, 156 vols., 1793-1870; the rarest works illustrated in color by Henry Alken, George Cruikshank and Thomas Rowlandson and other illustrators of the period together with original drawings by Alken, Cruikshank and Rowlandson of unusual importance. This is a collector's sale, as most of the lots are rare, frequently unique and generally in the choicest possible condition.

The historical library of the late James Phinney Baxter, mayor of Portland, Me., and for many years president of the Maine Historical Society, was sold at the Anderson Galleries March 20, 21 and 22. The library, mainly relating to the history of New England, was that of a student and book lover rather than that of the ultra collector who thinks chiefly of rarity. The class which should have been most alive to this opportunity apparently ignored it. Goodspeed's Book Shop of Boston and the Cadmus Book Shop of this city, specialists in just the class of books offered in this sale, were the heaviest buyers. A few of the rarer lots and the prices which they brought were the following: Purchas's "Hakluytus Posthumous," etc., 5 vols., folio, levant by Pratt, London, 1625-26; first edition of the first four volumes and fourth edition of the last, $75; Waymouth's "The Jewell of Artes," 320 leaves in manuscript, folio, bound in Morocco with the arms of James I on sides, a copy of the manuscript in the King's Library written between the voyages of 1602 and 1625, $62.50; Roger William's "A Key into the Language of America," etc., small 8vo, levant, London, 1643, one of the rarest and earliest books relating to the Indians of New England, $300; and Daniel Webster's "An Oration," pronounced at Hanover, New Hampshire, July 4, 1800, being the 24th Anniversary of American Independence, 8vo, sewn, uncut, Hanover 1900, the great orator's first printed oration, $80.

F. M. H.

Why didn't Alfred Knopf enter his famous Borzoi in the recent Dog Show?—Edward Anthony in New York *Herald*.

Auction Calendar

Monday and Tuesday evenings, April 3rd and 4th, at 8.15. The sporting library of a well known collector. (Items 380.) The Anderson Galleries, 489 Park Avenue, New York City.

Monday evening, April 10th, at 8:15. An important collection of notable first editions of eminent nineteenth century English authors. (Items 209.) The American Art Association, Madison Square South, New York City.

Tuesday and Wednesday afternoons and evenings, April 11th and 12th at 2:30 in the afternoons and 8:15 in the evenings. Esteemed XIXth Century authors, a notable collection, the private libraries of the late Mr. Louis Mohr of Chicago and the late Mary L. Rogers of Boston, and other collections. (Items 924.) The American Art Association, Madison Square South, New York City.

Catalogs Received

Music and musical literature, second-hand and new. (No. 34.) Harold Reeves, 210 Shaftesbury Avenue, London, W. C. 2, England.

Sets and fine bindings, old books, modern first editions, miscellaneous. (No. 54; Items 489.) Leslie Chaundy & Co., 40 Maddox Street, London, W. 1, England.

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BOOKS WANTED

William Abbatt, Tarrytown, N. Y.

Diary of J. Q. Adams, 12 vols.
Kahn's Travels.
Mag. of History, Jan., May, June, Sept., 1914.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Complete set Pulpit Commentary.

American Baptist Publication Society

Complete set of New Methods in Child Training published by the Parent's Association.
Thayer's English Greek Lexicon.
Young's Analytical Concordance.

American Bee Journal, Hamilton, Ill.

American Bee Journal, full set.
Also copies of defunct Bee Journals and Bee Books published previous to 1890.

BOOKS WANTED—Continued

American Geographical Society, Broadway at 156th St., New York City

Bull. Mus. Comp. Zool. Harvard College, v. 28, 1898.
Clarke, A. R., Geodesy.
Corbin, Life of Matthew F. Maury.
Galdâmes, Jeografia economica de Chile.
Garcia Cubas, Diccionario Geográfico Mexico.
Gordon, A. R., Rept. of Hudson's Bay Exped., 1886.
Hart, A. B., Foundations of American Foreign Policy.
Keller, A. G., Queries in Ethnography.
Membreño, Nombre geográficos de la Repub. Salvador.
Moses, B., Railway Revolution in Mexico.
N. J. State pub. Geog., Hist., and Civics, 1919.
Oswald, Treatise on the Geology of Armenia.
Phillips, In the Desert and Hinterland of Algeria.
Pound & Clements, Phytogeography of Nebraska.
Roscher, Spanish Colonial System.
Shaler & Davis, Illus. of the Earth's Surface, Pt. 1.
Stephens, On the Amazonas.
U. S. Weather Bur. Bulls. A. B. C. D. O. U.
Villegas, S. A., Republic of Panama

The W. H. Anderson Co., 524 Main St., Cincinnati, Ohio

Barnes, Supreme Court of U. S., 1877.
Documentary History of Constitution of U. S., vols. 4 and 5.
Goodenow, Hist. Sketches of American Jurisprudence, 1819.
Pardessus, Collection des Lois Maritimes, 6 vols., 1828-45.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.

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Common Place Book of American Poetry, Cheever.

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Bringham, Elmira Directory, 1863-4.
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Bush, John, Autobiog. of.
Curtis, Natalie, Indians Book.
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Eutaxia, Presbyterian Liturgies, Dodd, 1855.
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Giles, Chinese Literature.

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Hind, Engraving and Etching.
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Jahn, Otto, Life of Mozart.
Nantucket, Hist. of, by Hinchman, Phila., 1901.
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Osborne, Engraved Gems, etc., Holt.
Palmer, Alice Freeman, Life of, 1st ed.
Plummer, Isaac, Astronomy, Putnam.
Rees, Cyclopaedia, vol. 9.
Sherrill, C. H. Stained Glass Windows of France.
Smith, S. S., Founders Mass. Bay Colony, 1897.
Snow, Compton, Esther.
Stevenson, P. E., Deep Water Voyage.
Sue, Eugene, Envy.
Thorndike, Animal Intelligence.
Wharton, Morton B., European Notes, 188—?
Genealogies, Bingham gen.
Crowell of Yarmouth, Lib. Cape Cod Hist., 71, 103.
Halsey Family.
Houston, Montgomery Gen.
Hubbell Gen., 2nd ed., 1915.
Long Island Gen., by Bunker.
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Przybyszewski, Homo Lapiens, Knopf.

Lathrop C. Harper, 437 Fifth Ave., New York City

Parton, James, Life and Times of Benjamin Franklin, 2 vols., Boston, Houghton Miffiin & Co., 1897.

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Railroad Journal, American, and Mechanics Magazine, Ney York, 1832, a. foll. set, a. odd.
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History of the Hunt Family, Boston, 1890.
The Pioneer Magazine, San Francisco, July, August, 1854; February, March, October, November, 1855.
Overland Monthly, February, 1884.

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Wells, Carolyn, Parody Anthology, Scribners, 1904.
Bernhardt, Memories of My Life, Appleton, 1907, trade edition.

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VOL. CI. NEW YORK, APRIL 8, 1922 No. 14

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Much Discussed New Novels

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By F. SCOTT FITZGERALD

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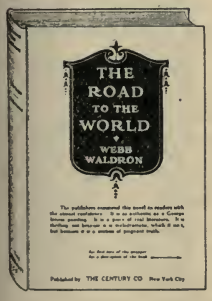

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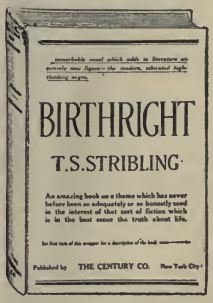

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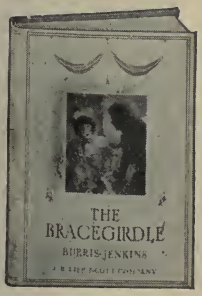

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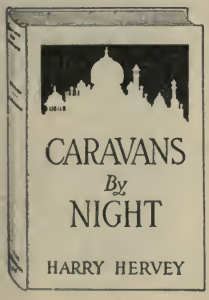

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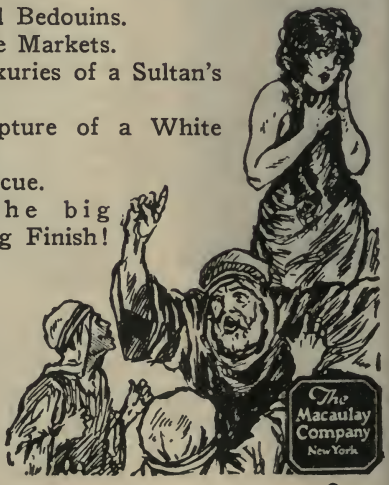

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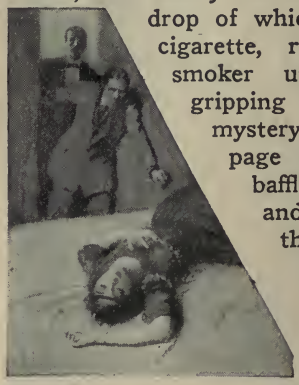

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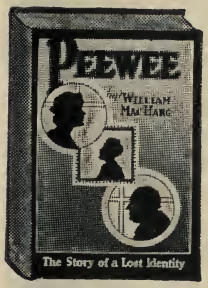

The story of a lost identity. The setting: Chicago's "Gold Coast" and its slums. A gripping story with the thrill of mystery and the human touch. The New York Herald says: "The story has a genuinely moving situation, unusual in conception and truly poignant in its appeal." Peewee's devotion to the beautiful lady who crosses his path "is neither sexual nor filial, but an inarticulate worship rarely understood and still more rarely adequately portrayed." Recommend this book.

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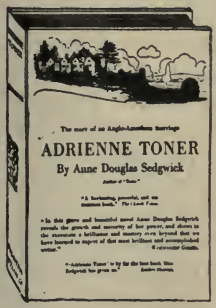
By ANNE DOUGLAS SEDGWICK



This story of an Anglo-American marriage by the author of "Tante," has been one of the best selling books of the season in England, and English critics have called it far and away the best book that the author has written. Adrienne Toner, a wealthy American girl, marries the son of a fine old English country family. The reactions of Adrienne Toner to her new environment and her effect on her husband and his family make in Mrs. de Selincourt's hands one of the most absorbing and distinguished of recent novels.

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Smilk the burglar, caught red-handed in the apartments of Mr. Yollop, gives his captor some amazingly original thoughts on crime while awaiting the arrival of the police. An old hand at the game, Smilk contemplates with pleasure his prospective sojourn in prison with its three meals a day, movies and other evidences of the trend toward prison reform. The subsequent proceedings in which a judge, a jury, some eminent reformers and a few of Smilk's casual wives are deeply concerned, afford the reader many a chuckle. A humorous novel with a serious purpose.

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She could scarcely be classed as a regular working girl, because she had an income sufficient for her needs. She was independent but rather bored, so she went to work for an extremely capable and impressive looking young man. Then, to disguise her generosity to her fellow-workers, she invents a gentleman friend who becomes distressingly real. After which she is plunged into a series of dramatic, romantic and amusing complications. A book that is as delightful as it is surprising in plot and action.

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Merton had expected a certain amount of trouble when he left Amos Gashwiler's "Emporium" in Simsbury, Illinois to go out to Hollywood and make himself famous as Clifford Armytage but he had no idea that the business of living (and making a living) could be so hard, or that the cup of success when finally he held it brimming to his lips could be so bitter. To Merton this story is tragedy, the deep poignant compelling tragedy of comedy, to the reader it is roaring fun all the way through from Simsbury to Hollywood—and after.

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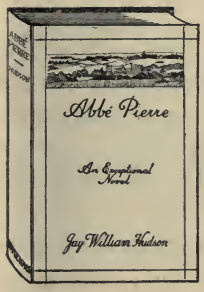

Not once in a decade comes such a first novel into a publisher's office. In "Abbé Pierre" all elements unite to give the discriminating reader what he or she most wants. The central character of the old Abbé Pierre alone would make a book, so kindly, so full of human charm is he. The story of how enchanting Germaine Sance, a French girl, loved the young American, David Ware, is as appealing a romance as can be found. The picturesque background of quaint Gascony forms a delightful frame for these and other unique characters.

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OVER TWO SEAS

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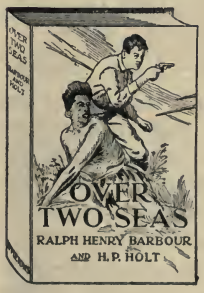
and H. P. HOLT



This is a boys' book of unusual qualities of appeal. Chief of these is the novelty of the fact that it is laid in the South Seas—a region second to none in popular interest. Furthermore in it Ralph Henry Barbour combines his knowledge of boys and rapid-fire story telling with the expert knowledge of the sea possessed by his collaborator, H. P. Holt. The story of two boys who meet with all the thrilling adventures that heart can desire in the South Seas.

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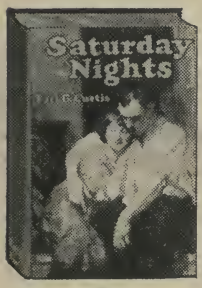
By EARL G. CURTIS



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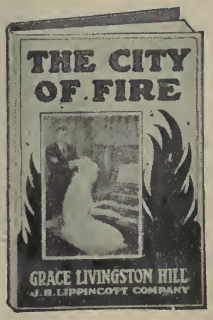

Over fifteen years ago, Mrs. Hill wrote "Marcia Schuyler" and since then innumerable successes. She has never failed to give her readers just what they want. In beautiful Lynn Seavern, the daughter of a small-town parson, Mrs. Hill has created a heroine whose charm and naturalness will endear her to every reader. Every community has its Lynn Seavern but to few of them come such startling experiences as are pictured in this engaging love romance. THE CITY OF FIRE is symbolic of the human heart.

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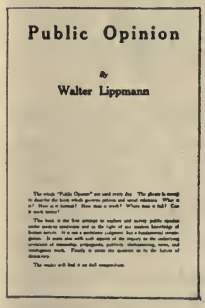
Public Opinion

&

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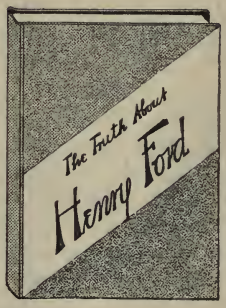

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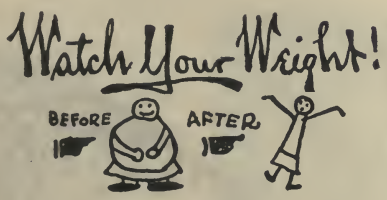

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THOMAS SELTZER *Publisher* 5 West 50th St. New York

The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
FOUNDED BY F. LEYPOLDT

APRIL 8, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Broadcasting Ideas

SOMETHING over four hundred years after the printing press gave its sudden and spectacular increase of the spread of the written word, an increase in the radius of the spoken word has taken place with even more dramatic rapidity. It seems hardly possible that it is only three months since the general broadcasting of music and news by radio telephone began, and now tens of thousands of people "listen in." Newspapers give regular departments to the program, and not a day goes by but some new and unusual feature is brought forward. One New York newspaper not only has a daily department given to radio, but has a Saturday tabloid supplement as large as the book supplements of other papers and fully as well supported by advertising.

So spectacular has been progress that everyone is inclined to check up his own business and habits of life to see how it may in the future affect him. Probably the business that has most to think about is the phonograph business, which will feel the coming of the radio very keenly. In so far as the home phonograph is the means of casual diversion and not a personally selected program, the radio may take its place, the instruments costing less with no additional expense for records. It may also happen that while the invention is new many families will stay home to hear music rather than to go to the theater to see moving pictures. Ministers may wonder whether the Sunday afternoon service which people can hear so easily in their homes may not justify some people in feeling that they do not need the added advantage of group worship which the church building gives.

One thing seems certain: that it can do more to eliminate isolation and loneliness in the world than any invention that the century has brought. No person can be so shut in that he cannot feel that the outside world is right at hand. No person can be so isloated on distant farm or out-of-the-way community that he cannot receive communications as easily as in city apartments. As the machinery is perfected and made portable, the possibilities of tying together all people at all times seems unlimited. It seems, also, to have the characteristic that many recent inventions have had of being one that will bring the family unit together rather than separate it. Automobile, phonograph, movie, radio are all things the family will enjoy together. Any movement of this kind is for the good of unanimity, and any movement that brings the family together in the evening is to the advantage and not disadvantage of the writers and distributors of books. Home libraries will thrive when the home is most constantly used by the whole family.

The book-trade will have an active part in spreading facts about the radio, the literature on which is already increasing in great strides, and in doing so will play its part, as usual, in putting information at the disposal of all. Bookselling has never had in recent years the spectacular increase as an industry that has fallen, for instance, to the phonograph, but in season and out it finds increased importance and few setbacks. There has been no invention permanently to displace the use of print as a means of communication from the past and a repository for the wisdom of the present.

Books and Wedding Anniversaries

THAT books are not only appropriate for weddings but also for wedding anniversaries is indicated by the names customarily given to the succeeding years. According to these lists the second wedding anniversary is the Paper Wedding, the third anniversary is the Leather Wedding, the fourth anniversary is the Book Wedding, etc.

On the second, third and fourth celebrations the position of the bookseller is very strong. His wares are appropriate to the Paper Wedding; a great many of the custom bound books and flexible leather books are the most suitable of all gifts for the Leather Wedding; and the fourth anniversary in itself leads directly to the bookstore. This list is one that the bookstore can well afford to emphasize, especially as wedding anniversaries come in increasing numbers during May and June.

Trade Associations Again

THE emphasis of Secretary Hoover on the importance of trade associations is bearing accumulated fruit, and the announcement is now made that the Chamber of Commerce of the United States has appointed a special committee to study and report on the subject of trade associations. The committee will direct its inquiry with a view to determining in what manner such associations can render the greatest service to business and to the public. On April 12th, Secretary Hoover holds a meeting in Washington on the same topic, and the National Association of Book Publishers is to be represented by Frederic G. Melcher. The New York *Evening Post* has run an important and illuminating series of articles by leading business men during the past two weeks that has strongly emphasized the constructive value of what associations are doing.

Keeping Prices Down

IN comments on the present bill before Congress which is intended to bring about "price standardization," there have been some indications that the public would look upon this as an effort for keeping prices up in a period when everybody wants as much of a bargain as possible. The economic truth of the situation should be put forth as often as possible, and that is that merchandise with standardized prices broadly maintained is not high priced merchandise and that experience shows that the margin between production cost and consumer price is less than in unidentifiable products.

It will be remembered that three or four years ago there was appointed in London a committee to look into this question, an investigation brought about by the feeling that a maintained price was a high price. The opposite report was brought in. It was found that the margin taken as a whole was less and that when producers set the retail prices they wanted them as low as possible so as to attract trade while at the same time showing a profit that would command the interested co-operation of the retailer. A chaotic state in book distribution would soon demonstrate how this would work. What is most important in keeping book costs down is large editions caused by wide distribution. If price cutting should set in, as it did twenty years ago, many dealers would go out of the book business, traveling costs, advertising costs, all distribution costs would increase per copy because there are fewer copies among which to divide the expense and there must be a consequent increase in selling price. All this was very clearly pointed out in the letter which Charles E. Butler for the Booksellers' Board of Trade wrote to the *Printers' Ink* in a recent discussion on the subject. The book-trade has best hope of having popular prices, both in current books and old classics, when the field of distribution is as broad as possible. There is no one in the trade but understands that a broad distribution is only to be maintained by standardized prices.

Convention Rebate Certificate

IT is important for every one going to the convention at Washington to understand about the rebate on the railroad fare which it is hoped may be arranged. If 350 railroad reservations are made, every one gets a rebate of one half the price of the return trip if every one who buys a ticket to Washington asks for the certificate issued by the railroad for the purpose, and presents this certificate when he registers. The man living near Washington, in Philadelphia or in Baltimore should not neglect to do this as diligently as the man coming from Oregon, California or Texas. He saves something on his own ticket, and he also helps swell the number of certificates to the desired 350 necessary to secure the rebate for everybody. Last year, the number of certificates fell just short of the desired 350. So every one is urged to co-operate this year.

The Convention Program Committee announces that Hon. W. Clyde Kelly, father of the Stevens-Kelly Bill now pending in Congress, which means so much to Price Standardization, is to speak at the Convention.

Booksellers are proud to feel that they are going to finance this convention themselves, by paying a registration fee of $10.00 a person, with due appreciation of the generosity of the publishers who have contributed to the support of the convention in the past.

BOOKSELLERS' CONVENTION

Hotel Willard, Washington

May 8, 9, 10, 11

President Harding is to greet the convention.

Colonial Ball, May 9th

Price Standardization to the Front

How Maps and Atlases are Made

By Alfred Sidney Johnson, Ph.D.
Map Department, Rand McNally & Co., Chicago, Ill.

NOTHING better than a map was ever invented to enable one to keep a finger on the pulse of the world. By picturing forms and forces beyond one's immediate horizon, a map brings us to the very wings of the stage of which human history is being enacted before our eyes. Alongside of natural patriotic pride in our own home land, they inspire liberality toward others, developing a prudent caution in our attitude toward international affairs, and serving as an efficient corrective to narrow provincialism and jingoism. Maps evoke and develop those impulses that constitute the true geographical spirit.

Raw Materials of Map-making

Never were good maps needed more than now. The world is shaking itself down once more to a stable basis and has begun to evolve something like order out of the chaotic scramble of the recent upheaval. Long before that great catastrophe, however, the narrow limits of our self-sufficiency had begun to fade from sight in the dawn of a broader view. And now we live in a day of expanding horizons, when the close intertwining of commercial and political relations the world over has created a community of interest that transcends all local limitations, embraces all lands, and makes stepping-stones of the islands of the sea.

Just as the placid waters of a small lake tell nothing of the titanic forces that created its channels of supply, so an ordinary atlas map, simple and clear in outline and selected detail, gives no indication of the great number of hands whose combined efforts made its production possible.

Maps are based fundamentally on *surveys* made with the utmost delicacy of detail by federal government or other official parties (the U. S. Coast and Geodetic Survey; U. S. Geological Survey; Railroads; Highway Commissions; State, County, and City Engineers, etc.), supplemented with a multiplicity of data gathered by other systematically organized machineries of information (Census Bureaus, Commercial Agencies, Chambers of Commerce, Boards of Trade, etc.). Thus the so-called "raw material" from which ordinary published maps are built up embraces many products that are themselves the finished output of the highest technical skill. Even the smallest inset map that one may find on an atlas page, put there to clarify or embellish some statement in the text, represents in its ultimate origin a bewildering mass of typographic sheets, field notes, reports and bulletins, larger-scale charts and labored reductions, etc.

An exhaustive description of the entire art of map-making is of course impossible within the space available here, but the reader may have a new attitude of appreciation toward map-making, if we confine ourselves to a brief outline of some of the fundamentals. We shall only give a hurried glance at some of the preliminary work that has to be done before one can look on the flat colored surface and get a true picture of the region mapped, with all its variations of boundary, shore-line, and surface contour.

Fundamentals of Map Surveying

There is a saying current among the Indians of Labrador, that, in order to know all there is to be known about a thing, you must know the *front* and the *back*, the *right* and the *left*, the *up-above* and the *down-below* of the thing. This primitive definition of the requirements of wisdom really sums up in a nutshell, the fundamentals of the art of modern topography. For, translated into the technical terms of modern surveying, the tribal conception of wisdom consists in having that *horizontal and vertical control* for starting-points on which all accurate surveys are dependent. The space in which we live and move—all abstract fictions of mathematical fairyland to the contrary—is one having only the three dimensions of length, breadth, and thickness; and the position of any point becomes a matter for permanent record the moment we can determine its precise bearings in relation to certain points, lines, or planes of longitude, latitude, and altitude which are accepted as fixed in position.

Absolute fixity of position, however, is a fiction of abstraction, not an objective reality. There are no absolutely fixed, immovable objects or points of position anywhere in nature, any more than there are real straight lines or really parallel rays of light. Inasmuch, however, as the stars in the celestial sphere overhead, even thru long periods of time, show changes in relative position so small as to be negligible, we regard these heavenly bodies as practically "fixed" points, and accept them as our indicators. It is on observation of the stars—especially of the North Star, Polaris—that the determination of the precise location of geographical points on the earth's surface is fundamentally based.

A topographic map is a relief map enabling one to picture truly to his mind's eye the essential features of a region. It not only shows the shapes and elevations of land and water features by contour lines, the dominant ridges, slopes, and depressions, and graphically depicts other natural characteristics, but also indicates such artificial features as railroads, highways, and buildings, in their true relation to one another and to the land and water configuration. Such a map is possible only thru first establishing fixed *datum points* of horizontal and vertical control from which more detailed surveys can be started. The work of accurately locating and permanently marking these datum points devolves upon the so-called "triangulation" parties in the field. *Triangulation* is thus the basic survey of all map-making.

Triangulation

A *starting-point* is first selected, preferably on a level stretch of land. Its exact latitude (distance north or south of the equator) and longitude (distance east or west of a reference meridian) must be determined by very accurate astronomical observations with zenith telescope and transit. Next, the direction of *true north* from the starting-point must be accurately determined. This is usually done by observations of Polaris, allowance being made for its variation in position, as it swings around the true pole. From the true north, the necessary allowances to be made for deviations of the magnetic needle can be determined.

The next operation is to measure very accurately the length of a *base-line* laid off from the starting-point. For this purpose, there is now used a standardized metal tape made of invar, a nickel-steel alloy whose variations in length with changes of temperature are so slight as to be negligible. The *direction* of the base-line is then determined by accurately measuring the angle which the line makes with the true north.

The base-line having been measured, and its ends marked by signals, a third point is now selected as the apex of the first great triangle in the network of connected lines that will later be laid out over the face of the country. This apex point may be a church spire, a tall tree, a specially built signal or observation structure, a mountain peak, or other prominent feature many miles away. The interior angles of the triangle must be measured so accurately that their sum will vary only infinitesimally, if at all, from the 180 degrees, or 2 right angles, necessary to satisfy geometric conditions. One side of the triangle (the base-line) and the interior angles being now known, it is a simple operation in trigonometry to figure the length of the other two sides. Then, using the sides of the first great triangle as bases for new triangles, and the sides of these as bases for still others, all of whose angles and lengths of sides are precisely determined, the latitude and longitude of all the meeting-points are readily computed. In this way, there is spread out, as it were, a great controlling net of triangular meshes covering the entire region to be mapped.

Very long lines can be used only in regions of high mountains, where natural elevations offset the earth's curvature; and, in such cases, this curvature has to be allowed for in computation. The line in California between Mounts St. Helena and Shasta, over 190 miles, is the longest on record. From 25 to 40 miles is now considered economical for primary or precise work; but, in many instances, the obstacles to visibility—as in heavily wooded flat country or where hills of almost uniform height lie close together—compel the use of much shorter lines, and may even necessitate construction of towers 60 to 125 feet or more in height for the observing and signaling instruments.

Secondary and, in turn, even tertiary triangles may be laid off from those of the primary triangulation, with shorter sides and less insistence on perfect accuracy; and from the datum points thus located, the whole area covered by the triangulation may be broken up with a network of cross-lines, all self-checking when laid on paper—which is the foundation work for the ordinary local land survey.

Filling in the Details

Theoretically, the method of triangulation could be followed thruout. Under certain conditions, however—as, for example, where the surface, tho flat, is covered with dense undergrowth or tall trees—the necessary clearing of lines and erecting of high signals would make the expense and the delay prohibitive. Here the methods known as *precise traverse* and *leveling* are used in locating stations, which are usually less than five miles apart. In this work the established railway lines (if any), highways, or other cleared stretches are followed quite closely. The instruments used are the invar tape or the chain, the theodolite, and the leveling rod on which sights are taken so as to allow for inclinations in figuring distances. From starting-point, the party proceeds on foot by measured straight-line stages of different lengths and directions, taking "bearings" from the angles the station lines make with the meridian. The process, in a word, consists in walking from point to point in straight lines, always carefully recording distance and direction. From the field-work notes, the actual plotting of the map is done in the office.

(*To be continued*)

Great Books are Life Teachers

By Frederic G. Melcher

WE are seeing the spoken word receive the most dramatic increase in its power since man developed a language. Long after the printed page first made it possible to broadcast ideas to all who would or who could read, it has come about that the spoken word can, by a record or by antennae, be sent to all who care to listen.

This is a long step from face to face conversation or from platform to audience speech yet we still need as complement and background to speech, the magic of the printed word which will talk down over a thousand years or will serve as a reservoir for today's wisdom and observation. I am to speak today on books, and on the increased use they are now finding. It is most appropriate to speak on that subject this week, because in this country and in Canada, those who are most interested in books and the extension of their use and power are observing a Religious Book Week, April 2nd to 8th.

THIS address was delivered on the opening day of Religious Book Week, Sunday, April 2, from the Westinghouse Radio Station at Newark. This broadcasting station has an ordinary radius of delivery of about 1000 miles but has been picked up at a distance of 3000. There is no accurate estimate possible of the number of receiving sets picking up these radio programs. This is probably the first use of this epochal invention in the interests of general book promotion.

I am holding in my hand as I speak a book that is nearly 5000 years old. It is a baked tablet brought by an explorer from the mounds that mark the former site of Erech, the ancestral home of Abraham from whence his tribe treked west and began a national story which is the principal theme of the most widely used book ever printed. The writing on the tablet is in little wedge shaped marks whose direct descendants are the 26 symbols that make our printed words. Thus our gratitude for religious inspiration and for the power to record and pass on that inspiration goes back to the very same valleys of the Eastern Mediterannean.

The explorer who gave me the tablet said that by far the largest number of the records found in the early villages were of religious character and while to-day the varieties of the fields covered by books is increasing with every year, the best seller from the past is still the Bible, and, among each year's record of new books, religion usually stands next to fiction in number of titles.

But why should any group of people be especially concerning themselves about the reading of religious books when the church has the spoken word as its chief vehicle of communication? Because, the spoken word must always need the supplementary power of the printed word if it is to have its full force, just as it has always needed it in the past. The Sermon on the Mount was spoken to hundreds, and has been heard by hundreds of millions. St. Francis spoke to the birds and is heard by generation after generation. Phillips Brooks spoke to a churchful of people, and his message went out to two nations. No speaker has ever addressed an audience with such a complete feeling of effectiveness that he has not wished that every person in front of him might take further time to spend on the books that had furnished the background work of his inspiration. Sometimes the very eloquence of an address leaves the hearer suspicious that his reason has been overswayed by a personality, but, in quiet resurvey of the theme, in company with the rightly written book, the truths sink home permanently.

"When I consider," said James Freeman Clarke, "what some books have done for the world, and what they are doing, how they keep up our hope; awaken new courage and faith; soothe pain; give an ideal life to those whose homes are cold and hard; bind together distant ages and foreign lands; create new worlds of beauty, bring down truths from heaven,—I give eternal blessings for this gift, and pray that we may all use it aright and abuse it never."

Is there any definition of "religious book" by which one can satisfactorily indicate the range of reading emphasized by this program? The terms given in the endowment of a well-known series of religious lectures stated that, "their scope shall be as wide as the highest interests of humanity," and the only limitation is that one end shall be kept in view, "the perfection of the spiritual man." Some such broad interpretation is given by those who ask people to turn with renewed attention to the book. As Dr. Fosdick has written for this week:

"Something very significant has happened to

a man when he realizes that in books the greatest souls of the world will come to call on him as tho there were no one else on earth whom they had to call upon."

Or, to quote Dr. Maurice Harris:

"We see the vital importance of religious leaders directing the reading of the age into the right channels. Modern religious literature must take into account the science and philosophy of today if it is to be read by the generation growing up in our homes and passing thru our colleges."

Is it enough that the distribution of printed inspiration and truth shall be left to chance and to unurged demand? Does it not seem natural that those who most vividly see the importance of its effect should join one another in co-operative emphasis on the religious book—the pulpit, the religious press, public speakers, the librarians, writers and publishers and those booksellers who realize, as Christopher Morley has said, that the man who buys a book buys not just twelve ounces of paper, ink and glue but may be buying a whole new life?"

It is very frequently said, with too careless analysis, that the tendency of modern life is to separate and break up the family unit. And yet those new elements that have come into American life in this century have all seemed to be unifiers of the family. Our *automobiles* are usually of family size and a family possession; the *movies* keep the family as a unit in their pleasures much more than club or theater; the *phonograph* ties together the family interests more than public concerts; and this marvellous radiophone is adapted for the home sitting room rather than the public hall. Is not the family being brought closer together rather than being separated and will not the more closely knit family find itself turning naturally to the enrichment of its spiritual life? As the home reading lamp comes to its own, so will the tendency toward a wider culture and deeper religious consciousness appear. Not outside admonition and pleading, but natural developments and inclinations will bring the family to wider love and use of books. This tendency is being increased by present circumstances. The *adult reader,* stirred by the war and the world's turmoil, is trying to find his way to some clearer view of life. As Raymond Calkins writes to the Religious Book Week Committee:

"The hunger for such reading among the rank and file of people is very considerable. If the right means of calling really helpful books to their attention could be found and utilized, such reading would become general."

Such means will be found if the pulpit, the press, the library and shop give the enlightened guidance that the reader asks for . As Emily Dickinson phrases it:

"He ate and drank the precious words,
His spirit grew robust;
He knew no more that he was poor,
Nor that his frame was dust.
He danced along the dingy days,
And this bequest of wings
Was but a book. What liberty
A loosened spirit brings."

What volumes will be included in this field we call religious books? In the terms of the Harvard lectures before referred to, shall they not be as wide as the highest interests of humanity, "fiction, poetry, art, natural science political economy, sociology, ethics, theology, all sacred writing and the more direct interests of the religious life?"

"A religious book," writes Harold B. Hunting, formerly manager of the Religious Book Department of the International Y. M. C. A., "is one which helps us to get the really best out of any of the concrete interests of life. In a way, all good books might be called religious. Certainly all truly good literature is infused with the religious spirit. But there are certan books which more explicitly and directly undertake to point the way to the highest goals of life. These are the books that belong in the religious section of the bookstore."

"On the other hand," Mr. Hunting goes on to say, "there are certain books loosely classed as religious that would be ruled out by the definition we are following: the commentaries, sermon outlines, technical books on theology, these are the professional tools of the clergy and are indirectly rather than directly religious. They do not appeal to the man on the street; neither do books of sectarian propaganda. He is attracted, however, by books which really help him to get the most out of life."

Among such books might be included such varying types as "The Imitation of Christ" by Thomas à Kempis, "Christianizing the Social Order" by Walter Rauchenbusch, "A Way of Life" by Dr. William Osler, "What Men Live By" by Dr. Richard C. Cabot, "The Meditations of Marcus Aurelius," The Autobiography of Dr. Grenfell, Boutet de Monvel's "Joan of Arc," "The Aims of Labor" by Arthur Henderson.

A minister in a Missouri church writes:

"There is an obvious hiatus between the thinking of the modern preacher and that of the average layman. It is due largely to a difference in opportunity for reading. But there is an astonishing intellectual hunger among men and women today and to help meet this need we have established a Loan Library in the vestibule of our church. The books are selected with a view of presenting the best current writing on every important side of life. All points of view that are actually constructive are represented. Some of the titles on this

church bookshelf are, "The Education of Henry Adams," "The Jesus of History" by T. R. Glover, "The Outline of History" by H. G. Wells, "The Second Book of Modern Verse" edited by Jessie Rittenhouse, and Robinson's "Life of Paul."

Will the home table find its circle of readers happy with such books. Publishing records show how wide is the demand. Those books which have at heart "the highest interests of humanity" have a sale assured and continued. The demand for such devotional books as that of the late Cardinal Gibbons, for Henry Drummond's "The Greatest Thing in the World," Knight's "The Song of the Syrian Guest," Sheldon's "In His Steps," these have found a circulation that makes pale and meagre the selling records of any best seller of fiction.

The Jewish people were given, in the Arabic tongue, the striking name of Am el Kitab, the people of the Book, or, as Rabbi Wise has pointed out, it might be more accurate to say "The people of a great literature," a literature high and noble that in turn made and remade them. While our English language has not for common use a literature from so great a span of years as is contained in the covers of the Bible, it has at its command the literatures of all ages and times and a current product without equal in variety.

But if books are to serve their fullest purpose in enriching our national life, it will be readily agreed that they must early be brought not only into the lives of older readers but also into the lives of each coming generation. Our schools give the children the knack of reading, but church, library and home must see that this ability to read becomes a habit, a real happiness and inspiration to life. Books are an influence that will give a knowledge of past and present and the thought of the future, which will provide an insight into the lives of our neighbors at home and abroad, the people, with whom we share this globe and who must needs be sympathetically understood, which will give a conception of the finer things of life and of whatsover is of good report. Every church and every great religious denomination is bound to give especial thought to the religious home life of the children.

"One reason," writes Dr. Henry Van Dyke, "why some of the younger generation (and quite as many if not more of the older) seem to have frivolous, restless and unsatisfied minds today, is because so many of our modern homes have no religious books in them: I mean books which in any form deal with the inmost and ultimate desires of the human spirit, and with man's natural longing for a better understanding of and a more perfect harmony with the great source of life and its final good."

Writes President Harding in a letter last week to the Religious Book Week Committee:

"It is a pleasure to endorse the program of your organization for the wider circulation of books of a religious character.

"I strongly feel that every good parent cares for his child's body, that the child may have a normal and healthy life and growth; cares for his child's mind, that the child may take his proper place in a world of thinking people; and such a parent must also train his child's character religiously, that the world may become morally fit. Unless this is done, trained bodies and trained minds may simply add to the destructive forces of the world."

What an important place reading aloud might have in giving children the true appreciation of great books and at the same time keeping a sense of the family! Why should not the home reading hour be more generally revived, if not for every evening, certainly for Sunday evening? Cannot the whole family listen while father or mother reads aloud the imperishable "Story of Joseph" or of "The Prodigal Son"; of "The Odyssey" or of Roland, of King Arthur and His Table Round or of the valor of the Norse heroes; of the high courage of Columbus or of the visions of Joan the Maid? Are there not all the elements of character building in these? Could not young and old find common thrill and inspiration in the heroisms of a Livingston or of LaSalle, of St. Paul or Adoniram, Judson; of Lincoln or of Chinese Gordon? Can there not be found in each family group someone who can read aloud effectively from the world's great poetry as it may be found in such anthologies as "The Golden Numbers," "Lyra Heroica" or "The Golden Treasury?" One great advantage of reading aloud is that only the best will stand the test, either for the reader or for listeners; thus the chaff is winnowed.

If there is to grow up this closer unity of the family thru the clearer vision of the people and by the subtle influence of widely adopted inventions, the book is sure of its important place. The state is organized to teach its use. Our cities and towns have accepted the responsibility of free distribution and the church and home have a new conception of the importance of home bookshelves and of the printed word as a supplement to spoken word.

Just as America's National Park program has meant our acceptance of the idea that all great vistas and noble heights should belong to the people forever, so the broader movement to make books, the most illuminating books, the most finely visioned books available to all the people is a national realization and determination that "their lines shall go out thru all the earth and their words to the end of the world."

Berne Comment on Copyright

THE editor of *Le Droit d'Auteur,* the official organ of the Berne Convention carries in the February 5th issue the following comment on the American Copyright situation.

"With a speed quite American, the text of the proposed law "To Amend the Copyright Law to Permit the United States to enter into the International Union for the Protection of Literary and Artistic Works," of which we announced the plan in our general review of 1922 has been finished and put in the hands of legislative authorities at Washington.

"It contains eight articles, a translation of which we will carry in our next number (March 15th) with appropriate commentary. To be sure, the text adopted by the sponsors is not entirely definitive, as the particularly delicate and difficult problem of the retroactive effect of the law and of the convention has not yet been settled and negotiations have already begun on the subject.

"Besides this, the opposition of the librarians against the plan for placing the importing of European publications under the control of the American publisher, holder of a shared right of publication, is not out of the way, for, by a unanimous vote passed at their conference of December 30th at Chicago, the librarians decided to oppose the adoption of the bill and to defend their point of view in the hearings of the Committee of Patents.

"But in spite of divergence on points of detail the great moral effect that comes, making a beginning, is there."

London Packers' Strike Ended

THE packer's strike, which has severely handicapped publishing and bookselling in London for several weeks, was settled on March 24th with the men asking to be reinstated at the wage offered. The demands for reduction had been fought out by all the publishers and jobbers working as a unit, with the exception of Hodder & Stoughton, Cassell's, and Hutchinson, who had kept on doing business by agreeing to maintain the former wage scale. The reports received this week indicate that these three firms are now offering their men the reduction won by the fight of the other publishers and that they now have a labor trouble on their hands.

The strike, which was brought by the Packers' Union, came when the men refused to accept a 5s. reduction on the first of March following a 5s. reduction last September. The employers in a statement give the history of the case, and the wage on which the men are now reinstated is £3 14s. and 6d. as compared to £3 5s. of 1919.

When living costs were at their height (268%), the wage scale reached to £4 4s. 6d., and the employers contended that, as the cost of living figures have now almost exactly paralleled the cost of 1919, it would not have been unfair to go back to the £3 5s., but they consented to the higher figure of £3 14s. 6d. The publishing interests fought for their position with a dogged determination that brought into the shipping and billing room even the heads of the firms.

What Trade Associations May and May Not Do

THE points brought out in the recent correspondence on trade associations between Secretary Hoover and Attorney General Daugherty have been epitomized by Judge Alfred E. Ommen, general counsel of the New York Employing Printers' Association. The PUBLISHERS' WEEKLY reprints from the *American Printer.*

Illegal Acts

Conspiracy to enhance prices.

Conspiracy to curtail production.

Conspiracy to suppress competition.

Arbitrary establishment of cost of production or of cost of any item entering into cost production.

Adoption of uniform trademarks or labels to be used by natural competitors who are members of the same association which would result in the same price being charged for all articles of the same class bearing the labels.

The collection of credit information for the purpose of establishing blacklists.

Permitted Acts

Adoption of standard cost accounting systems.

Adoption of uniform trade phrases.

Adoption of standard grades, forms of contracts, machinery and processes.

Collection of credit information.

Placing of insurance for members.

Co-operative advertising and use of general trade promotion phrases, slogans, etc., such as "Made in Grand Rapids."

Promotion of employees' welfare, education, etc.

Co-operative management of legislative questions and litigation.

Co-operative action to promote closer relations with the Government.

Collection of statistics of production, costs, prices, consumption and distribution, and dissemination of reports to members and to the public.

Compilation from members' reports of prices received of consolidated statements giving average prices, these to be made public.

Senate Tariff Revisions About to be Reported

AS was reported two weeks ago, the schedules on books in the Fordney Tariff have been gone over by the members of the Senate Finance Committee in rewriting the bill for conference between the two houses. It is now expected in Washington that the printed text as the Senate would have it will be ready for public discussion within a week. The situation as it faces the book-trade is the most serious one in its history.

On the bright side it is quite confidently expected that books over twenty years old and also books in foreign languages will be put back on the free list. Omitting these was so obviously unfortunate and would reflect so much discredit on any Congress that passed them that it would seem that no committee could stand against the criticism launched by the book-trade and the library and educational interests. It is also expected that the limitation of libraries to two copies in their importation will be removed, a limitation that had not been present in the previous bill and had not any virtues as an income maker or protection measure. This would permit the libraries of colleges and schools as well as public libraries to bring in their books duty free, but the bill will also need a phrase including all textbooks in the free list to meet the educators completely and it is to be hoped that will also be included when the bill is reported.

The situation as to the duty on current books is much more threatening. As will be remembered, the Fordney Tariff placed a 20% duty on an American valuation. The two chief protesting parties on this were the book-trade and the library and educational interests. Dr. Raney, representing the two latter, argued for 15% duty but explained that the libraries would not wish to enter into the discussion as to the basis on which this duty should be levied. 15% on the English wholesale would be equivalent to a little over 30% on the cost of the book to the importing publisher.

The book-trade, glad of this support, believed that this still left it too high and not justified by the need of manufacturing protection. In a draft presented to the Senate Finance Committee by Mr. Macrae on request in February, the duty was left at 20%, but a strong plea and just argument was made for having the duty levied on the cost of the book as it was bought in England. A special paragraph was drafted, which, if it were included, would make this assured. If such provision is not provided and if duties are levied on either the American valuation or the English wholesale (which would be practically equivalent in the book business) the duty paid will be unfortunately heavy and will immediately curtail publishing relations with London. In the old Payne-Aldrich Bill, the tariff was 25%, but levied on the cost to the American publisher.

If, as has been rumored in the last few days, 25% is to be brought in without provision for levying it on the actual cost (or what would be between 50 and 60% on the cost) the chance of publishing in America important English books, whose sale might run only into the hundreds, is practically eliminated.

If this is the result of pressure brought by the Printing Unions, they are serving their Binding Unions poorly, because most of these books are brought in in sheets to be bound in cloth on this side.

The possibility of an excessive scale on leather binding is also threatening if as the binders are arguing the paragraph 1529 on the free list should admit to the free list books twenty years old only on the condition that they have been printed and bound more than twenty years. This is a move to make effective over all types of books the very high tariff that the unions are asking on leather binding. Tariff on binding was put in the Fordney Bill at 33 1-3%, and the binders are 50%. As was well pointed out by Charles E. Lauriat, Jr., in his careful analysis of this leather binding situation, "even 33 1/3% is higher than is needed to protect American workmen," and he quoted comparative prices in both countries to prove this. The hand binderies that are doing good custom work are getting in this country all the business that they can handle, and as fast as good craftsmen increase, there is more to be had.

Missouri Good Book Association

A VERY energetic effort to enlist all groups in the promotion of religious books has been undertaken in St. Louis. Under the name of the "Missouri Good Book Association," an informal organization has been created to push the experiment of cooperative publicity. The lead in this movement has been taken by Samuel T. Larkin, formerly Presbyterian minister and lately connected with publicity and promotion work. The Church Federation of St. Louis undertook to get out the message "Good Books Are Life Teachers" to all churches and Sunday Schools. The booksellers not only of St. Louis but thru the state have been kept thoroly posted, and a large amount of the material from the Religious Book Week Committee has been distributed.

BOOK DEPARTMENT OF THE PATTEN CO., HONOLULU.

Developing Business in Honolulu

THE Patten Company of Honolulu has added the adjacent store to its floor area and has now an exceptionally well arranged and well lighted store for books, office furniture and stationery. The book department, as is shown in the photograph, carries a large stock, and the white woodwork and mahogany tables give an ideal display for the books.

W. N. Patten started in 1909 after having been with the Hawaiian News Company for six years, and from the three employees then required the business has grown to require thirty, and the volume of sales is now more in one month than it was at that time for the entire year. Recently Fred de Vilbiss, formerly with Paul Elder & Company, San Francisco, went to Honolulu, to take charge of the book department. Harry M. Snyder, who represents a group of a dozen publishers in their business expansion to Hawaii and the Far East, has, since his last trip, spoken with great enthusiasm of the steady growth of Hawaii as a book outlet. This photograph corroborates his opinion that books are being well handled.

Ministers as Reviewers

AN interesting special feature of Religious Book Week in Philadelphia was the plan of the *Public Ledger* for a special Religious Book Week supplement for the issue of April 8th. For this issue ten of the leading ministers of the city representing all denominations were asked to write signed reviews of the prominent books.

A New Swindling Trick

A NEW swindling trick has been described recently by the Los Angeles *Record*, selling Bibles to dead men. Dave Gershon, a special agent of the U. S. Department of Justice has described the way the scheme was worked:

"The 'promoter,' clipped the death notices from all the papers. Then he sent Bibles to all the persons mentioned in the column, accompanied with a letter thanking the person for his or her kind order, and expressing the hope that he or she would be perfectly satisfied with the Bible and would send payment promptly.

"When the Bible arrived, the relatives of the deceased opened the letter, and probably thought—"Wasn't that nice—the last thing he or she did on earth was to buy a fine leather bound Bible?"

In practically all cases, they sent the money to the promoter—to "keep faith" with the last order made by the deceased relative just as the promotor planned they would.

The Department of Justice ran the promoter down, and received this impudent answer:

"'You can't touch me, because you can't prove that an order wasn't given for the Bibles. The only way you could prove it was on the word of the person himself, and he's dead.'

"And he, legally speaking, had the 'drop' on the Department of Justice. The department, however, ran him out of the district on a threat of 'vagging him.'"

Bookstores for Small Cities

THE question of effective book distribution in small places, which is so continuously in the minds of publishers, received interesting comment in a letter which Brentano received from an author recently who had written to express appreciation of "The Doom Trail" and to comment on the need for bookstores in a town such as the one near her own, a community of between fifteen and sixteen thousand population. The letter reads as follows:

"Our nearest town is the richest town in the county, per capita, but at the moment it is in the depths, financially and in morale; even the movies are deserted. At the same time, I strongly feel that at heart the rural New Englander is at all times held firmly by tradition; it was always a part of his tradition that he should own books, and altho he certainly has forsaken that tradition during his late years of prosperity, it seems to me by no means unlikely that having now been shaken from his later acquirement of less substantial—I was going to say of more frivolous—things, he may very well be urged to return to his earlier faith in the others, book owning among them.

"I wish some plan might be worked out by the publshers of putting the new books before the small-town public; real money is held in the small towns, and by people of sound taste very largely. It is merely that they have got out of the habit of buying books, and I believe they could be led back into the ways of righteousness.

"The library habit is all right, but it ought to lead farther than the mere reading of books; and New Englanders will spend their money for anything they believe substantial and lasting. For that reason I cannot but feel that it need not be a difficult matter to bridge the thought that "This is a book you'll want to read" and the other, that "This is a book you'll want to own." But people cannot buy books when they are not on sale before them; and the small-town merchant will not order in any quantity, if at all. I wish we might see some sort of service combination between the publishers whereby at least one copy of each new book might be seen in some window of the small town; I believe the appeal would be a large one, at any rate in New England."

Conference and Book Fair

THE League of American Pen Women will hold at Washington, April 25th-28th a silver jubilee biennial conference and book fair. The League now composes fifteen hundred writing women with centers in fifteen cities, this growth coming from a beginning of seventeen members twenty-five years ago. Part of the twenty-fifth conference will be devoted to the book fair which will occupy a wing in the Warden Park Hotel, the exhibits being open only to the work of members. On the 26th there will be an anniversary breakfast at 12 o'clock, for which plates for six hundred have been planned. Among the guests on this occasion will be Mrs. Frances Hodgson Burnett, Mary Roberts Rinehart, Basil King, Margaret Widdemer, Maurice Francis Egan, John Farrar of the *Bookman*, W. F. Bigelow, editor of *Good Housekeeping*, Lyman Sturgis of the Century Company and General Pershing. Eliza Poate Van Dyne of 1728 H Street, Northwest, is Secretary of the Conference.

ONE OF BURROWS BROTHERS SIX PAINTED SIGNS ADVERTISING BOOKS.

Burrows Uses Billboards

SIX large painted signs and widely scattered space for fifty posters are being used in Cleveland for bookstore publicity by Burrows Brothers Company. They believe from the general comment about the signs and the number of people that have noticed them that it can be considered a very effective way for keeping the store before an established public and in the minds of potential buyers. The large painted signs such as the one reproduced herewith are done in several colors.

Reminiscences of a Book Scout

By Joseph Jewett Barton

VIII. "The Gentle Art"

SOMETIME ago I wrote about a near-sighted, little Jew named B. P. who bought "pigs in pokes" at my friend Bill's auction sales. I thought it was a rather diverting little anecdote, and tried to show the ridiculousness of a trait that had caused him to fritter away all his money, a couple of houses, and finally his second-hand furniture store gambling on the contents of nailed up or fastened boxes, barrels and trunks, and other receptacles.

In a lofty, superior sort of a way I patronized B. P., and quite often volunteered a little advice. Perhaps I felt some sympathy when I heard he had lost his store owing to his pernicious habit. I most certainly had a feeling of regret when I was told he was broke, as it is very sad to be without funds, especially in the declining years.

A couple of weeks ago I dropped into Bill's place on sales day. I generally managed to get there the day before and look things over, but I had been busy elsewhere and Bill had not been getting much in my line lately, anyway. There was a good sized crowd present, and it was rather difficult to see what there was for sale. Finally I got hold of one of the helpers and asked him if there was anything there for me, and he said there was a lot of boxes in the rear that had some books in them. I got to the rear and saw that a big man, whom I didn't know, was trying to see thru the cracks of the boxes. He seemed quite interested, and he looked as tho he might be a determined, obstinate bidder; one of the kind that intends to have what he wants, even tho he pays two or three times what an article is really worth, and often ruins what might have been a perfectly good auction. When he moved away I took a look, and the boxes certainly had books in them, and as far as I could see thru the cracks, they were in good, fresh condition.

About three o'clock in the afternoon they got to the boxes, and Bill in his pulpit asked for a bid on "seven boxes, said to contain books and miscellaneous objects." "How much?" I offered ten dollars, and somebody on the other side, whom I could not see nor hear very well, kept raising my bids a dollar at a time until he reached twenty-five.

Thinking to discourage his pertinacity, I jumped to thirty, and then he borrowed my tactics and bid thirty-five. I thought thirty-five dollars on suspicion was plenty and I quit, left the place and went about my business in another part of town.

I went into Bill's yesterday morning and seeing him leaning against an iron pillar with apparently nothing on his mind and ready for conversation, I said, "Bill, who was that bidding on those boxes of books against me the other day? Was it a big, heavy set man about fifty years old?" "No," he replied, "B. P. bought 'em." "But I thought B. P. was broke, also cured of buying mysterious boxes. He can't even read so what would he ever do with seven boxes of books?" I objected.

Bill smiled and said he had given B. P. up as a tough proposition long ago; he had often refused to take his bid on lots he was quite sure were of no value, trying to save him for old times' sake, but it had no effect, and he, Bill, had troubles of his own.

I sought out B. P. and found he had rented a store temporarily up on Broome Street, and for the second time in about twenty-eight years he had really bought something worth having, at least from my point of view.

There was a set of the 11h edition of the Britannica, a set of the Harvard Classics, another of Mark Twain in blue cloth, gilt; Dickens in 25 vols. Thackeray in 30, and over 300 more miscellaneous books, mostly good, especially a nice "Gentle Art," by Mr. Whistler in boards, uncut, Heinemann 1890.

On my way home I sat looking out of the car window, noting the number of common, ordinary people who neither have books in their attics, buy out-of-print items, nor are in any way connected with the book-trade. Then I looked at the dirty, slushy streets, the drizzling rain from a darkening sky, and the altogether general dreariness of life in the State of New Jersey. The sky was dull brown and gray, with a dash of pink. Ideas crept into my brain, and I thought I would surely have to kill that B. P. I could picture me and Henry Ford and the Dearborn Publishing Company working together all the rest of our lives.

But then again, twice in twenty-eight years isn't very often, and B. P. needs the money, and his wife is a nice old lady; and tomorrow or the next day or sometime, the sun will shine again, and the slush and the rain will mostly run into the cellars, and it will be spring: and I will sell Graham the Whistler and make fourteen dollars and seventy-five cents, perhaps.

The Voluntary Censorship Plan

AN ingenious system of voluntary censorship has been devised to eliminate indecent plays and make political censorship of the stage unnecessary; and the plan seems in a fair way to be put into effect. The scheme was evolved at a meeting of dramatists, managers, and producers, actors and vice crusaders, at the American Dramatists' Society on March 10. The Mayor, Police Commissioner Enright, and Commissioner Gilchrist of the License Department have signified their approval of the plan, and their formal approval is virtually assured as soon as the plan in all its details can be laid before them, the approval to include a policy of hands off by political censors. On March 29, the Producing Managers' Association adopted a resolution accepting the plan.

The scheme plans the drawing of a panel of 300 citizens, 150 would be nominated by the theatrical organizations and 150 by the Better Public Shows Movement and the City Administration. Good citizenship and common sense would be the basis of the nominations. Channing Pollack, Vice-President of the Author's League, who was one of the group which drafted the plan, outlined its probable working as follows:

"If a complaint against a given theatrical production is received by the city officials, they may call for a jury of twelve to be selected from the panel above described, as representing the theater on the one side and the public on the other. Each side will have two peremptory challenges. First, they must decide whether any part of the production is objectionable from the point of view of public morals. Second, is the plan as a whole objectionable? A vote of 9 to 3 constitutes a verdict. If the jury decides that a manager must readjust his play, he will have one week in which to make the changes. Then the jury will review the play. If the jury decides that the play as a whole is objectionable, all interests, including the dramatists, owners, producers, actors and the public, agree that the play shall be taken off and that there shall be no appeal to the courts. This agreement is to be included in every contract made by the managers with both dramatists and actors."

This plan will be virtually a compromise between the efforts of the more zealous critics of present-day plays and those who oppose any form of censorship.

The zealous critics have been unusually active this season. Perhaps the plays have been unusually deserving of condemnation. The Rev. John Haynes Holmes recently called the theatrical situation in New York an unmitigated scandal.

"I am opposed, however," he said "to a censorship, and it is because I am opposed that I want the present situation cleaned up before we have the censorship imposed upon us. A censorship has no place in a democracy because it involves the substitution of a governnment of persons for a government of law—an opinion for a principle in social order. Furthermore, a censorship, however well administered, is an intolerable interference with the free activity of the creative spirit."

The State censorship of the movies is now in force and serves as a warning of what might befall the stage unless the stage censors itself.

Suppression of books has always aroused a storm of controversy and book interests are conscious that it is better to censor than be censored. Next week a committee of the National Association of Book Publishers consisting of Arthur H. Scribner, George Palmer Putnam and Alfred Harcourt are to meet with an Authors' League Committee headed by George Creel to discuss the situation as it exists in the book field and make an analysis and possible recommendation.

To Build a Stronger Nation

A CAMPAIGN of publicity on health building and health literature is being launched for the week beginning May 1st by a large national committee, the initiative for this effort coming from the *Physical Culture Magazine*. William Muldoon, famous as a friend of Roosevelt and other men in their health building, is chairman of the committee, which includes such names as Walter Camp, Grantland Rice, Douglas Fairbanks, Bernarr Macfadden and many others. The strong backing that has been obtained for the movement promises to give it a decided nationwide aspect. A letter from General John J. Pershing to the committee reads:

"In view of the important position which physical education has assumed is our national life, both from the standpoint of economic productivity and national preparedness, I feel it to be the duty of all patriotic citizens to assist in every way the movement started to build up the physical well-being of every individual in the country."

The committee is receiving letters from many mayors and governors, expressing interest in the plan of offering to give publicity to the effort.

The book-trade has already become interested, and stores probably will be having special exhibits with a consequent spread of the good health idea.

Books in the Hope Chest

A VERY significant indication of the fact that books are receiving more consideration than ever before as part of the equipment of the new household is shown by the leading editorial in the April number of the *Woman's Home Companion* headed "A Unique Hope Chest":

"We confess to a kind of sentimental fondness for 'Hope Chests.' It has always appealed to us, this idea of a girl laying by fine linen against the day of her marriage. We have aways counted it to be one of the loveliest of our grandmothers' customs, and have done our best to encourage its perpetuation.

"'Why don't you start a hope chest?' we asked one of our ultra-modern young friends. 'I have started one,' she said. 'But I wouldn't be bothered collecting a lot of fine linen.

"'Tom and I expect to live very simply. Instead of expensive damask, we will have, for the first years, at any rate, on our mahogany drop-leaf dining table, those nice linen-colored runners that cost little, look charming, and are so easily laundered. But I'm going to have a hope chest, and you wouldn't know it for a chest at all, maybe, for, to be exact, it's a bookcase. The treasures I'm collecting for Tom's and my house in the future years are *books*. Now *don't* you think that is a nice idea?'

"A hope chest of books! How that stirs the imagination! How a centerpiece pales before that fine volume of Lamb, or Meredith, or Galsworthy! How a tablecloth and a dozen napkins shrink into nothingness compared with that splendid practical edition of Shakespeare, and the fine Shakespeare commentaries, or Kipling, or Stevenson, if you like, or some of the modern essayists. As for dish towels, even of the best weave, two dozen, three dozen of them, who would think of them in the same day with those fifteen fat volumes of a fine standard encyclopedia, or the two fat volumes of Wells's 'Outline of History.' And what table embroideries could be better than, or half so good as, those richly-dight pages of the poets, standard and modern—volumes of them there, all in a row! Sheets, pillow cases, sets of doilies, sets of napkins! At the best, these are temporal matters, that will in time wear and tear and need to be replaced, but the Dickens, the Thackeray, the beloved set of Shaw, the Emerson, the Froude, these will last for a lifetime, and the treasures they hold will be always at hand.

"And, oh yes, there is one other thing that commends it mightily in our eyes. The old-fashioned hope chest was an affair appertaining peculiarly to the bride. The bridegroom looked at the snowy linen not because *he* took any particular pride in it, but because *she* did. *Was* that beautiful damask? Well, so much the better. He was willing to take her word for it. Personally, he wouldn't have known damask from duck. So he stood outside of all this splendor, and had only a vicarious pride and no share in the selection of it.

"But a hope chest of books! There is his sympathetic opportunity. He knows how to buy books, or he thinks he does. He has his favorite present-day authors; and he thinks he knows a thing or two about what standards and what 'moderns,' as well, are indispensable to a really good home library. So the hope chest is his, too. And by and by, when they read together in their own library, under the light of a cozy lamp, it would not surprise us if he put down his book a moment to look with a delighted eye on the bookshelves in the firelight and to remark heartily in modern vernacular, 'Some hope chest, I'll say!'"

New Chicago Bookshop

THE Paine Book Co. has recently opened a new shop at 87 West Randolph Street, Chicago, across from the Olympic Theater. The new store carries new and rare books, limited editions and other scarce items, and a fine assortment of the second-hand books that are in great demand. The stock has been so arranged that the books are easily accessible to the book hunter and includes late fiction, popular priced fiction, poetry, drama, works on art and technical subjects, magazines, as well as other lines that go to make up a well-equipped book shop. One of the features of the new shop is the arcade-like window display—an innovation in local book circles.

In November, 1914, L. W. Paine opened a retail store at 33 South Clark Street under the name, "The Economy Book Shop." The number of its friends has grown to such an extent that it was deemed advisable to open up another store. After a careful investigation and a checking of the amount of traffic at various places the new space was leased.

The Economy Book Shop will still be operated under the name "Paine's Economy Book Shop," at the old address.

A few months ago the Paine Book Co. (not Inc.) moved its offices and wholesale department from the retail store at 33 South Clark Street, where it had been situated, to new space at 75 West Van Buren Street.

The Publisher's Jabberwock

By Michael Gross

'TWAS volland, and the little browns
Did holt and boni in the watt;
All duffield were the liverights,
And the huebsch lippincott.

"Beware the houghtonmiffs, my son!
The stoke that bites, the reilly lee!
Beware the doubledays, and shun
The harper company!"

He took his knopfy sword in hand:
Long time the houghtonmiffs he sought.
So rested he by the putnam tree,
And stood awhile in thought.

And as in crowell thought he stood,
The Flemrevell with eyes of flame
Barsehopkined thru the longmans green,
And dunlapped as it came.

Dodd mead! dodd mead! and from his steed
His sully sword went laird and lee!
He left it dead and with its head
He lothroped off scot free.

"And hast thou slain the Flemrevell?
Come to my arms, my bradley boy?"
Away with care! devin adair!
He scribnered in his joy.

'Twas volland, and the little browns
Did holt and boni in the watt;
All duffield were the liverights,
And the huebsch lippincott.

Wanted: A Perfect Bookseller

MUCH has been said recently to encourage new people to enter the book business and frequent estimates are offered by the experienced as to the qualifications for the work and possible reemuneration. One of the graduates of Miss Graham's school in Philadelphia has sent to the Publishers' Weekly a clipping from the Help Wanted columns of the New York *Times* which she seems to think painted the requirements in a way that would permit not more than one person in a million to qualify. This indeed would be the bookseller *par excellence*.

EXECUTIVE

American college woman, 30 to 35 years, or cultural equivalent, to manage and develop a small, very famous artistic book shop; knowledge of all literature, business experience, stenography, typewriting, bookkeeping; good opportunity for capable woman with pleasing personality and modern mind. W 443 Times.

Beginners in the Book Game

THE *American News Trade Journal*, thru which the American News Company has been reaching out for new outlets for books as well as magazines, has found a ready response in the last few months, and in the current issue it states that it has started over five hundred new handlers of books in the past year.

"We firmly believe," it says, "that the time is not far distant when practically every man who sells magazines will also carry a limited line of books. The two lines are so closely allied as to be almost inseparable."

Most periodical dealers are likely to make a venture into a new field in a small way, and as a practical step for a man with slight capital to add a display of books it suggests the following procedure:

First, get a general book catalog as a guide to business, one such as the News Company issues.

Second, buy a revolving display rack or a special counter such as the Munger display rack. (The importance of proper display of books has been strongly emphasized in all recent progress in bookselling).

Third, order twenty-five best sellers, (twenty novels and five non-fiction), forty or fifty popular copyrights.

Fourth, get five hundred of the News Company's bulletin of book chat.

Fifth, send a form letter to three or four hundred families announcing the starting of a limited book department and enclosing the book chat.

Sixth, rubber stamp all store mail matter and bills with announcement of the book department.

Seventh, establish a circulating library, charging two dollars per enrollment and fifteen cents a week for any book.

Eighth, advertise book service in the local paper.

Ninth, make a window display.

Tenth, announce your book service in the motion picture slides.

Eleventh, card index every customer with his needs and interests.

Twelfth, keep in touch with the News Company, and if you have any trouble ask questions.

All this can be done on an investment of a hundred dollars.

Over 150,000 of the three "Mirrors books" have thus far been sold, Putnams announce. The "Mirrors of Washington" leads with 75,000, the "Mirrors of Downing Street" is credited with 45,000, and already the "Glass of Fashion" has reached the 30,000 mark.

Newspapers and Printers

THE New York Newspaper Publishers' Association, having behind one long extended difficulty with the pressmen, is now facing the renewal of a contract with the printers when the existing arrangement expires May 1st.

According to the publishers' statement, the chief difficulty in getting any new contract with the printers is that "Bix Six" will arbitrate only those things that might be settled unfavorably to the publishers' interest, but questions that the Union deems to be unfavorable to its side the Union will not consent to submit to arbitration on the ground that these points are covered by the Union's "laws." In the present discussion, the chief argument is what is known as the "bogus" rule which requires that all advertising matter which has been set up outside of the newspaper plant shall be reproduced in the plant of the newspaper within four days of the date the matter appears in print. This old rule more than any other in the trade shows the absurd possibilities of one-sided contracts.

In the conditions of national advertising it is very often decidedly advantageous for the advertising agent to plan and set copy for a whole campaign at some printing office where very special composition can be done and the whole matter can then be reproduced in plates for the various newspapers. When this plate matter goes to the New York newspaper it is printed at once, but according to this rule all the copy must then be set up by the men in that particular shop by a machine and by hand, it must be proof-read, the errors corrected and when it is all complete it is thrown into the melting pot, this process to be repeated in each one of the New York newspapers where the plate matter has been set.

Strike Affects Binding Cloths

THE strike in the Rhode Island mills, of over two months' duration, has affected the Interlaken Mills, one of the largest manufacturers of book cloth. The Company's mills were completely closed down with the exception of the fininshing plant which has run shorthanded for a while. This mill is one of those in the Patuxet Valley group which has had no organized labor, and the fight has been particularly bitter. The average wage of the skilled worker, according to reports issued, is slightly over a thousand dollars a year, and the mill owners wish to reduce this by twenty per cent. The men feel that a lower wage is not going to give them living conditions of the kind they should have for themselves or their families. The contest seems likely to be protracted.

California and the Book Tariff

A VERY energetic and well directed action to keep the bookseller's needs to the front in the minds of Congress was taken by the Booksellers' Association of San Francisco Bay Counties on March 9th. It wired to all of California's representatives in both houses, protesting against the way the tariff had been drafted both as to the free list inclusions and the American valuation. Senators Johnson and Shortridge and Representatives Kahn and Nolan promptly acknowledged the telegrams and expressed their interest therein. Mr. Nolan trassmitted the representations to Mr. Fordney and when his reply seemed to indicate that he was satisfied with the bill as it had been submitted to the Senate, the Booksellers' Association drafted a very complete and adequate summary of the whole situation, combining with the protest of the booksellers that of the librarians of San Francisco, whose interests lie in the same direction. This correspondence was reprinted in a four-page form and widely circulated.

Parnassus on Wheels Again

THE inquiry in our editorial columns a few weeks ago as to who would be on the roads this summer selling books has brought details from Frank Shay, the New York bookseller, announcing that he himself will start out with a wagon when summer comes, and the route will be along Cape Cod from Provincetown to Wood's Hole. Mr. Shay expects to visit each town once a week and on schedule, and the stock will include good low priced books, especially from such series as Everyman's, World Classics, Modern Library, Home University and a selection of new books. He is also planning to add a circulating library to the equipment, which will be a new feature in such bookselling and will be made possible from the fact that he will go back and forth over the same ground during the summer. "Ted" Robinson, a bookseller and columnist of Cleveland, is an entrant into the caravaning field according to an earlier announcement.

As Five is to Two

THE *Phoenix Magazine*, published by students in the University of Chicago, has deduced as the result of a hundred questionnaires that the college men there spend $175,000 every three months for dances as compared with $66,000 spent in the bookstores. As the dance expense was incurred at the student's own free will and the books were presumably mostly bought as class textbooks under compulsion, the comparison is certainly decidely to the disadvantage of the book.

Obituary

FRANK L. BICKFORD

Frank L. Bickford died as a result of the accidental discharge of a pistol on March 30th at Indianapolis. Mr. Bickford entered the book business with W. B. Clarke Company, Boston, about thirty years ago, and for many years was a salesman with Charles E. Lauriat Company, Boston. Three years ago he accepted the managership of the W. K. Stewart store in Indianapolis, an arrangement which terminated only two weeks before his death. He left a wife and a boy twelve years old.

Communications

A WARNING!

61 Fourth Ave.,
New York City.

Editor, Publishers' Weekly:

Last Friday a young fellow, of about twenty, neat-looking, and alert, came to my store and told me a hard luck story of being out of work for several weeks. He said he used to work as a packer in the American Book Co. and that he had not had anything to eat for the last two or three days. I gave him some money to get a good meal and told him to come back and I would try to help him. When he came back, I gave him my card with the addresses of several other dealers in town. In the meantime, I suggested that he should help one of my men to take over two bundles of books to a customer of mine on 135th Street, near 8th Ave.

That is the last I have heard from him. My man, on the way up town called me up to tell me that the young man had disappeared together with the bundle of books.

P. Stammer.

Periodical Note

The Houston Publishing Company has been organized at 9 East 37th Street, New York, with Herbert S. Houston as President, and is about to begin the publication of two monthly magazines, *Our World* and *World Fiction.* Mr. Houston is very well known in the book-trade, having been twenty years vice-president of Doubleday, Page & Company and prominent in advertising circles and in many international movements. *Our World* is to be issued in connection with the Institute of International Information, which Mr. Houston has organized with Dr. Wallace W. Atwood, President of Clark University, as Director. It is to be a magazine on international affairs, and the fiction magazine is to gather together stories from all languages.

Personal Notes

Charles L. Edson, author of "The Gentle Art of Colyumning" is writing a funny column for the Charleston *News and Courier.*

William DeLoss Love, who has been representing Houghton Mifflin Co. on the Coast for the past two years, has resigned from that concern to take effect June 1st. Mr. Love is a grand-nephew of H. O. Houghton, the founder of the house and nephew of Albert F. Houghton. Save for two years in the army he has been connected with Houghton Mifflin Company ever since his graduation from Hamilton College in 1909. During these years, at one time or another, he has covered the book-trade of practically every city in the country save New York, Chicago, and Philadelphia.

Major Geroge Haven Putnam, President of G. P. Putnam's Sons, this spring for the first time in many years is not making his annual trip to London. Instead he, with Mrs. Putnam, is planning a journey to the Pacific Coast via the Panama Canal, in the early summer.

Burton Rascoe, formerly literary editor of the Chicago *Tribune,* more recently with *McCall's Magazine,* is now literary editor of the New York *Tribune.* Percy Hammond will continue his column on books in the week day editions of the paper, but Mr. Rascoe intends to run book columns during the week which will supplement these.

Business Notes

Allentown, Pa.—The Buchman Book Store moved from 136 N. Seventh Street, to new and larger quarters, at 955½ Hamilton Street, April 1.

New York City.—Keyte's Book Shop, of which S. W. Keyte is manager, has been opened at 207 West 57th St. to sell current books and run a circulating library.

Portland, Me.—A big circulating library will be opened shortly by the department store of the J. R. Libbey Company. It will be stocked with popular fiction. The charges will be two cents a day.

Poughkeepsie, N. Y.—The name of the old house of Pierce-Ambler Co. has been changed to Ambler-Mateson Co.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

For complete index to new publications, use the Spring Announcement Number, March 11, 1922.

Adeney, John Howard
The Jews of eastern Europe; with four illustrations. 8+94 p. front. pls. D (Jewish studies) '21 N. Y., Macmillan $1.40

Allen, John Robins, and Walker, J. H.
Heating and ventilation; new 2nd edition 330 p. il. O c. '18-'22 N. Y., McGraw-Hill $3.50

Ambauen, Andrew Joseph
Winged words; or, Famous quotations from the works of great authors, chiefly English, French and American, in harmonious connection with many of our familiar proverbs, phrases, mottoes, and other colloquial expressions, etc.; new ed. 138 p. O '22 Milwaukee, Wis., Caspar pap. $1.25

Ames, Joseph Bushnell
The emerald Buddha. 310 p. D c. '21 Bost., Small, Maynard $1.50

Andreieff, Leonid Nikolaevich
He who gets slapped; a play in four acts; tr. from the Russian with an introd. by Gregory Zilboorg. 13+193 p. front. D [c. '21-'22] N. Y., Brentano's $1.50

Anglican (The) and Eastern churches; a historical record, 1914-1921; pub. for the Anglican and Eastern churches association by the Society for promoting Christian knowledge. 64 p. O '21 N. Y., Macmillan 60 c.

Archer, Richard Lawrence
Secondary education in the nineteenth century. 14+363 p. (bibls.) D (Contributions to the history of education, 5) '21 N. Y., Macmillan $4

Armitage, Francis Paul
Diet and race; anthropological essays. 3+144 p. il. diagrs. O '22 N. Y., Longmans, Green $2.25

Ayres, Ruby Mildred
The scar; front. by Paul Stahr. 287 p. D (Popular copyrights) [c. '21] N. Y., Grosset & Dunlap 75 c.

Badt, Ernestine Louise
Everyday good manners for boys and girls. 66 p. O [c. '22] Chic., Laird & Lee pap. 50 c.

Bailey, Henry Christopher
His serene highness. 345 p. D [c. '22] N. Y., Dutton $2
An 18th century adventure story, with the plot laid in the little kingdom of Salm, between France and Austria, where the hero, Christopher Hope, meets political intrigue with laughter and a clear head.

Bamberger, Florence Eilau
The effect of the physical make-up of a book upon children's selection. 8+162 p. (1 p. bibl.) tabs. O (The Johns Hopkins Univ. studies in education, no. 4) c. Balt., The Johns Hopkins Press pap. $2
A series of experiments with 358 children which was conductted in order to reveal their tastes with regard to books, titles, pictures, etc., in which they registered distinct preferences and distastes for certain types of books, including text-books, and for certain kinds of illustrations, colors and titles.

Benedict, Elsie Lincoln, and Benedict, Ralph Paine
How to analyze people on sight through the science of human analysis; the five types. 358 p. front. il. D '21 East Aurora, N. Y., The Roycrofters leath. $25

Bent, Samuel Arthur
Familiar short sayings of great men; with historical and explanatory notes; rev. and enl. edition. 19+665 p. D '20 Bost., Houghton Mifflin $2.50
First published in 1882 by James R. Osgood under title: Short sayings of great men.

Bolton, Sarah Knowles [Mrs. C. E. Bolton]
Lives of poor boys who became famous; rev. and enlarged ed. 375 p. front. (por.) pors. O [c. '85-'22] N. Y., T. Y. Crowell $2

Avery, Albert Edwin, comp.
Readings in philosophy; [with a bibliography on Modern philosophy, 1 p; Problems of reality, 1 p.] 12+683 p. D '21 Columbus, O., R. G. Adams & Co. $2.50

Beck, Ernest George
Real mathematics, intended mainly for practical engineers as an aid to the study and comprehension of mathematics. 10+306 p. il. O '22 N. Y., Oxford University Press $5.25

Bowie, James A.

Sharing profits with employees; a critical study of methods in the light of present conditions. 9+219 p. (bibl. footnotes) O (Pitman's industrial administration ser.) '22 N. Y., Pitman $4

A critical study of present day methods in England.

Burnham, Mrs. Clara Louise Root

In apple-blossom time; a fairy-tale to date; il. by Morgan Dennis. 316 p. front. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap 75 c.

Bush, David Van

Will power and success. 11+277 p. front. (por.) D [c. '21] St. Louis, Mo., Hicks Almanac & Publishing Co. $2.50

Cheney, Sheldon

Modern art and the theatre; being notes on certain approaches to a new art of the stage, with reference to parallel developments in painting, sculpture and the other arts. 2+19 p. O '21 Scarborough-on-Hudson, N. Y., The Sleepy Hollow Press $1.50 [120 copies]

Chetwood, Charles Howard

The practice of urology; a surgical treatise on genito-urinary diseases, including syphilis; 3rd edition. 10+830 p. il. pls. (part col.) O c. '21 N. Y., W. Wood & Co., 51 5th Ave. $8

Colum, Padraic, ed.

Anthology of Irish verse; with an introd. by [the editor.] 11+361 p. S c. N. Y., Boni & Liveright $3

A collection from the earliest sources to the present.

Comstock, Harriet Theresa Smith [Mrs. Philip Comstock]

Glenn of the mountains; or, Unbroken lines; il. by E. F. Ward. 361 p. front. pls. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap 75 c.

Coster, Charles de

The legend of Ulenspiegel and Lamme Goedzak and their adventures heroical, joyous, and glorious in the land of Flanders and elsewhere; tr. by F. M. Atkinson; 2 v. 321; 323 p. O c. Garden City, N. Y., Doubleday, Page bds. $5 bxd.

The adventures of the imaginary medieval vagabond and buffoon, whose vagaries, jests and loud practical jokes amused German and Flemish folk for a couple of centuries.

Dell, Ethel May

The top of the world. 9+562 p. D (Popular copyrights) [n. d.] N. Y., Grosset & Dun-Dunlap 75 c.

Dennery A., pseud. [Adolph Phillippe]

The two orphans. 235 p. front. D (Popular copyrights) [n. d.] N. Y., Grosset & Dunlap 75 c.

Dibble, Samuel Edward

Plumbers' handbook; [reference data for plumbers, architects, engineers, etc.] 316 p. il. O '22 N. Y., McGraw-Hill $4

Dodds, Everett S.

Build a Dodds home; exhibiting photographic reproductions of the exterior and floor plans of the interior arrangements of many homes. 74 p. il. pls. plans F '22 Milwaukee, Wis., Caspar pap. $2

Duddy, Frank E.

A new way to solve old problems. [Sunday school methods.] 10+50 p. (2 p. bibl.) il. forms D c. '21 N. Y., Scribner 90 c.

Duprès, Marguerite

La France pittoresque. 7+310 p. il. maps D [c. '21] N. Y., Scribner $1.40

Dutton, Charles Judson

Out of the darkness. 282 p. D c. N. Y., Dodd, Mead $1.75

The story of the murder of a man, and the spiritualistic manifestations made to his sister-in-law. The disappearance of every bit of evidence, and the murder of the chief witness in the presence of a hundred people at the inquest add to the complications.

Dyer, Ruth Omega [Mrs. Smith Johns Wiliams]

The little people of the garden; il. by L. J. Bridgman. 215 p. col. front. il. D [c. '22] Bost., Lothrop, Lee and Shepard Co. $1.50

Stories of the bee, the ant, the earthworm, the frog and other inhabitants of the garden.

Ellis, Charles A.

Essentials in the theory of framed structures. 330 p. il. O '22 N. Y., McGraw-Hill $3.50

Burkitt, Miles Crawford

Prehistory; a study of early cultures in Europe and the Mediterranean basin; with a short preface by l'abbé H. Breuil. 19+438 p. (10 p. bibl.) pls., diagrs. O '21 N. Y., Macmillan $11

Burrage, Charles Dana

The Grand army of the republic, an appreciation; a memorial day address, delivered at Needham, Mass., May 30, 1909; [reprinted from the Needham Chronicle, issue of June 5, 1909]; priv. pr. for the use of members of the Chile club. 16 p. O (Rosemary press brochures) [c. '21] Bost., Rosemary Press

Burroughs, Wellcome and Company

The right way in photography. 28 p. tabs., il., pls. S [n.d.] N. Y., Burroughs, Wellcome & Co., 18 E. 41st St. pap. gratis

Chamberlin, Henry Harmon

Anaereon and Omar Khayyám; read before Omar Khayyám club of America, April 2, 1921. 9 p. O (Rosemary press brochures) [c. '21] Bost., Omar Khayyám Club of America priv. pr.

Crandon, Edwin Sanford

Old Plymouth days and ways; eighteenth century celebrations of the landing of the Pilgrims; Red men in the Massachusetts colonies, by Charles Dana Burrage; addresses delivered before the Attleboro community fellowship, Sept., 12, 1921; [priv. pr. for the use of the members of the Chile club.] 26 p. front., il., O (Rosemary press brochures) [c. '21] Bost., Rosemary Press

Edmonds, J. L., and Kammlade, W. G.

Feeding pure-bred draft fillies. 31 p. O (Agricultural experiment station-bull. 235) '21 Urbana, Ill., University of Illinois pap. gratis

Ernle, Rowland Edmund Prothero, 1st baron
English farming past and present; 3rd ed. 16+504 p. O '22 N. Y., Longmans, Green $4

Escholier, Raymond
The illusion; Dansons la trompeuse; authorized English version. 218 p. D c. N. Y., Putnam $1.75
A novel of the countryside in Southern France in which an old gentlewoman struggles to maintain her last illusion. This book won the Lady Northcliffe prize for the most important fiction of the year.

Evision, Millicent
Peggy pretend; il. by Edna F. Hart Hubon. 319 p. front. pls. D [c. '22] Bost., Lothrop, Lee and Shepard Co. $1.75
A tale of joyous adventure for girls.

Farrer, Reginald John
The rainbow bridge; with il. and map. 11+380 p. front. pls. (fold. map) O '21 N. Y., Longmans, Green $7.50
The story of the pilgrimage of the author thru the Kansu Province in China in 1914-15.

Faulkner, Georgene
The story lady's book. 346 p. il. D c. '21 Bost., Small, Maynard $1.75

Fitzmaurice-Kelly, Jaime
Historia de la literatura Espanola; 3rd corrected edition. 484 p. O '21 N. Y., G. E. Stechert bds. $2.50

Fleming, Arthur Percy M., and Pearce, J. G.
Research in industry; the basis of economic progress. 15+244 p. (16 p. bibl.) pls. tabs. O (Pitman's industrial administration ser.) '22 N. Y., Pitman $4
A study of the nature of research and its relation to manufacture.

Flora, Margaret
The tanglewood animals; or, The search for the sky-blue cap; il. by L. Summerell. 120 p. col. front. pls. D [c. '22] Chic., Beckley-Cardy Co., 17 E. 23rd St. 70 c.
Nature stories for the primary grades.

Forbes, Angela Selina Bianca, Lady
Memories and base details; with photogravure front., and 24 illustrations. 321 p. O [n. d.] N. Y., Doran $6
A continuous narrative of English society from 1876 to 1922, which includes gossip of Royalty and literary folk.

Funk, Casimir
The vitamines; authorized tr. from 2nd German ed. by Harry E. Dubin. 502 p. (99 p. bibl.) il. diagrs. O '22 Balt., Williams & Wilkins Co., Guilford and Mt. Royal Ave. $5.50

Gauvin, Marshall J.
The illustrated story of evolution. 120 p. front (por.) il. pls. O c. '21 N. Y., Peter Eckler Pub. Co., Box 1218, City Hall Station $1
An exposition of the Darwinian theory.

Gilliard, Pierre
Thirteen years at the Russian court; a personal record of the last years and death of the Czar Nicholas II, and his family; tr. by F. Appleby Holt; with 59 il. [from photographs.] 13+304 p. front. (por.) pls. facsms. O [n. d.] N. Y., Doran $6
An intimate story of life at the Russian Court by the former tutor of the Czarevitch, in which he deals with the social, and political sides of the life there, including chapters on Rasputin and his influence at the court.

Goldingham, Arthur Hugh
The design and construction of oil engines; also full directions for testing, installing, operating, repairing, including descriptions of various American and European types; 5th ed. in two pts.; pt. 1, Modern high compression engines; pt. 2, Historical and earlier types of low compression oil engines; [a standard handbook of reference for the designer, the manufacturer and the user.] 26+453 p. il. O [c. '22] N. Y., Spon & Chamberlain, 120 Liberty St. $4

Gordon, Leslie Howard
The house of night. 302 p. D c. '21 Bost., Small, Maynard $1.90

Grant, Melville Rosyn
Americanism vs. Roman Catholicism; 2nd, rev. and enl.; trial of the Roman Catholic hierarchy under an indictment of twelve counts; each count a chapter; the trial court being the Bar of public opinion. 238 p. D [c. '21] Meridian, Miss., Truth Publishing Co., 3010 Ninth St. pap. 50 c.

Greenwood, Alice Drayton
History of the people of England; v. 1, 55 B. C. to A. D. 1485. 12+388 p. il. maps (part fold.) O (The Bede histories, ser. 3) '21 N. Y., Macmillan $3.25

Hampden, Mary
Bulb gardening; il. in colour by Maud A. West; drawings in line by the author. 221 p. col. front. il. pls. (part col.) diagrs. O (The home garden books, no. 3) '22 N. Y., Scribner $2.75
Practical advice on the culture of bulbs in garden beds, for potting and for growing in fibre and glasses.

Rose gardening; how to manage roses and enjoy them. 224 p. col. front. diagrs. charts col. pls. il. O (The home garden books, no. 1) '22 N. Y., Scribner $2.75
Information on rose growing, from the preparation of the soil to the time of flowering, including a chapter on pests.

Town gardening. 160 p. col. front. diagrs. pls. D (The home garden books, no. 2) '22 N. Y., Scribner $2.25
Describes the best effects in beds, borders, and urns; with creeping and climbing plants on walls, fences, and verandahs, and also gives instructions for building up a rock garden.

Eventworth, Irving B.
Dependencies of the old fashioned house. 16 p. front., pls. O (The white pine ser. of architectural monographs; v. 8, no. 2) [c. '22] N. Y., Russell F. Whitehead, 132 Madison Ave. pap. gratis

Franklin, Benjamin
My printing experience. 186 p. O [n.d.] Salt Lake City, Utah, Porte Pub. Co., Atlas Block [priv. pr.; for subscribers only]

French, William Fleming
Your children's food; what it is and what it means to them; being a popular representation of the vital subject of nutrition—with an understandable explanation of the findings of the world's greatest authorities. 19+83 p. il. diagrs. O [c. '21] Chic., Wallace Press, 540 W. Harrison St. $1

Hankins, Arthur Preston
The heritage of the hills. 307 p. O '22 c. '21-'22 N. Y., Dodd, Mead $1.75
The adventures of a young man who inherits forty acres of land in the Sierras, in the midst of a gang of outlaws called the "Poison-oakers."

Harris, Hugh Henry
Leaders of youth; the intermediate-senior worker and work. 240 p. (4 p. bibl.) S (The worker and work ser.) [c. '22] N. Y., The Methodist Bk. Concern $1
Partial contents: The intermediate and his world; Group differences; Youth and the church; Building programs of worship; Story-telling: The lure of books; Adolescent doubts and questions.

Harrison, Elizabeth
The unseen side of child life, for the guardians of young children. 179 p. D '22 N. Y., Macmillan $1.25

Hartshorne, Hugh
A second manual for training in worship; stories for worship and how to follow them up. 8+127 p. O c. '21 N. Y., Scribner $1.50

Hearnshaw, Fossey John Cobb
Democracy and the British empire. 11+205 p. D ['20] N. Y., Macmillan $1.75
Partial contents: The terms "democracy" and "empire"; British and American democracy; Problems of the present and the future; Direct action versus democracy.

Hicks, Joseph P.
Ten lessons in personal evangelism; with a foreword by Rev. Mark A. Matthews, D.D. 13+89 p. D [c. '22] N. Y., Doran $1
A textbook for Bible classes, Y. M. C. A.'s, Missionary societies, Young people's societies, etc.

Hochwalt, Albert Frederick
Practical dog keeping for the amateur. 118 p. front. il. tabs. D c. '21 Cin., The Sportsmen's Review Pub. Co., 15 W. 6th St. pap. $1; $1.50
The care of the dog in sickness and health is discussed in this book, also instructions are given for breeding and conditioning for field work and bench shows.
The working dog and his education; a treatise on the training of pointers, setters, foxhounds, beagles, Airedales, spaniels and police dogs. 116 p. S c. '21 Cin., Sportsmen's Review Pub. Co. pap. $1; $1.50
Partial contents: Beginning the serious education; Yard-training lessons; Field work; Correcting faults, breaking in, breaking shot, chasing; Retrieving for all breeds: the play method, and force system [3 chapters]; Training the Airedale; Training the police dog: explaining and quoting from the Von Stephanitz method.

Holliday, Carl, and Camenisch, Sophia Catherine
English grammar drills on minimum essentials. 150 p. D [c. '22] Chic., Laird & Lee 60 c.

Horwood, Murray P.
Public health surveys; what they are, how to make them; how to use them. 21+403 p. il. O '21 N. Y., Wiley $4.50

Hudson, Stephen
Elinor Colhouse. 157 p. nar. D c. N. Y., Knopf $1.50
The story of a cold-blooded American girl who is anxious to escape genteel poverty and clutches at the first real catch who offers himself, a very innocent English boy with money and social standing.

Hyndman, H. M.
The economics of socialism; Marx made easy. 286 p. D c. '21 Bost., Small, Maynard $3

Kaempffert, Waldemar Bernhard
The A. B. C. of radio; the underlying principles of wireless telephony in simple language with explanatory drawings and glossary. 63 p. diagrs. tabs. plans T [c. '22] N. Y., Martin H. Ray, 165 B'way pap. 25 c.; limp. leath. 40 c.; 50 c.
Partial contents: About waves in the ether; What we mean by "wave lengths" and "tuning in"; On antennae and loops; How the electromagnetic waves are detected; The future of radio. Glossary; Radio stations throughout the country with their symbols.

Kelso, James Anderson
A history of the Hebrews in outline down to the restoration under Ezra and Nehemiah; syllabus of a course of class studies and lectures. 54 p. (2 p. bibl.) il. maps plan O [c. '21] Pittsburgh, Pa., The Western Theological Seminary pap. $1

King, Rt. Rev. Edward, bp. of Lincoln
Lent readings from Bishop King; selected by B. W. Randolph, D.D. 6+89 p. D '22 N. Y., Macmillan $1
Selections from the late Bishop's unpublished manuscripts.

Harding, Harry Alexis, and Prucha, Martin John
Germ content of milk; 3, as influenced by visible dirt. 30 p. O (Agricultural experimental station, bull. 236) '21 Urbana, Ill., University of Illinois pap. gratis

Harper, William Hudson
Chicago; a history and forecast; [with contributions by Milo Milton Quaife and Mabel McIlvaine.] 258 p. front., pors., pls., maps, il. D c. '21 Chic., The Chicago Association of Commerce pap. apply

Heffernan, B. L.
Activity of the Celt in making America; a paper read before the Irish fellowship club, Rockford, Ill., April 28, 1921. 15 p. O [c. '21] Rockford, Ill., The Irish Fellowship Club pap. 10 c.

Heitland, William Emerton
Agricola; a study of agriculture and rustic life in the Greco-Roman world from the point of view of labour. 10+492 p. (3 p. bibl.) O '21 N. Y., Macmillan $16

Henderson, Archibald
The teaching of geometry. 49 p. tabs. O (Univ. of N. C. record, no. 181; Extension ser., no. 39) '20 Chapel Hill, N. C., University of North Carolina pap. 50 c.

Hibbard, Clarence Addison
Studies in American litrature; [a program for women's clubs.] 47 p. (2 p. bibl.) O (Extension leaflets, v. 4, no. 10) '21 Chapel Hill, N. C., The University of North Carolina pap. 50 c.

Hood, William Ross, comp.
State laws relating to education enacted in 1918 and 1919. 231 p. O (Dept. of the Interior; Bu. of education; bull., 1920, no. 30) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap 40 c.

Ingram, Thomas Allan, comp.
The new Hazell annual and almanack for the year 1922; 37th year of issue. 46 p. O '22 N. Y., Oxford University Press $2.50

International Conciliation
Washington conference on the limitation of armament; pt. 2; Treaties and resolutions; March, 1922. 151 p. S (No. 172) N. Y., American Association for International Conciliation pap.

King Solomon and his followers; Mo. A valuable aid to the memory. Strictly in accordance with the latest authors. 184 p. T '21 N. Y., Allen Publishing Co., 47 John St. $3

Kinsolving, Mrs. Sally Bruce

Depths and shallows [verse]. 5+67 p. D '21 Balt., The Norman, Remington Co. $1.50

Lewisohn, Ludwig

The drama and the stage. 6+245 p. D [c. '22] N. Y., Harcourt, Brace $2

A series of essays and studies, among which are: "The critic and the theatre; On sentimental comedy and drama; A note on acting; Mr. Belasco explains; The modern chronicle play; Pity and terror; Susan Glaspell; An evening at the movies; Shaw: height and decline; Somerset Maugham himself; Marionettes; Toward a People's theatre.

Long, William Joseph

How animals talk; [new ed.] 312 p. il. O [c. '19-'22] N. Y., Harper $1.75

Lovell, Mrs. Louise Lewis

Israel Angell, colonel of the 2nd Rhode Island regiment; [1777-1781]. 12+360 p. pls. maps plan facsms. O '21 N. Y., Putnam [priv. pr.] $5

Macbean, L. C.

Kinematograph studio technique; a practical outline of the artistic and technical work in the production of film plays; for producers, camera-men, artistes, and others engaged in or desirous of entering the kinematograph industry, with il. by the author [from photographs.] 12+111 p. (1 p. bibl.) front. pls. diagrs. facsms. S (Pitman's technical primers) '22 N. Y., Pitman 85 c.

McCullagh, Francis

A prisoner of the Reds; the story of a British officer captured in Siberia; [il. from photographs and Red propaganda.] 16+346 p. front. (pors.) pls. pors. O '22 N. Y., Dutton $5

An account of the experiences of Capt. McCullagh of the British Intelligence Office, among the Bolsheviks from January to April, 1920 during which time he was captured by the Reds of Krasnoyarsk. He also was able to make personal investigations into the murder of the Royal Family at Ekaterinburg. There are chapters on his findings of conditions in Soviet Russia.

McNeile, Cyril, i. e., Herman Cyril [Sapper, pseud.]

Bull-dog Drummond; il. with scenes from the play. 6+307 p. front. pls. D (Popular copyrights) [c. '19-'20] N. Y., Grosset & Dunlap 75 c.

Margutti, Albert von, baron

The Emperor Francis Joseph and his times. 11+379 p. front. (por.) pls. pors. O ['21] N. Y., Doran $6

Reminiscences of the Austrian court which include the life of the Austro-Hungarian Emperor and the secret political intrigue of his time.

Marshall, Archibald

Big Peter. 288 p. front. D c. N. Y., Dodd, Mead $2

The story of a young Australian, who suddenly finds that he is the rightful heir to a large estate in England.

Martin, Stuart

The mystery of Mormonism. 318 p. pls. pors. facsms. O ['20] N. Y., Dutton $7.50

Partial contents: Mormonism declares itself; The polygamy revelation and the death of Joseph Smith; Brigham Young's rise to power; The "bloody reformation" of 1856-57; The coming of civilization to Utah; The victory of the church; Salt Lake City today; The new prophet.

Martindale, Cyril Charlie

Richard Philip Garrold; a memoir. 8+116 p. front. (por.) D '21 N. Y., Longmans, Green $1.75

Menter (The) Company, inc.

The Menter plan of home budgets; being a complete plan showing in simplified form how to make your income go farther; how to stop wasting nickels and dimes; how to have a bank account—and many other things that you can only have by budgeting your income. 33 p. tabs. forms D [c. '21] N. Y., The Menter Co., inc., 469 7th Ave. bds. $1

Milne, Alan Alexander

The red house mystery. 275 p. D [c. '22] N. Y., Dutton $2

Anthony Gillingham, humorous and astute observer of life, arrives at the Red House, just as the fatal shot was fired, and finds himself tangled up in a mystery that takes all his ingenuity to unravel.

Kley. Michael

How to take out your second or citizen papers; an easy book in plain English for the coming citizen. 24 p. col. front., ill., forms, pors. D c. '21 N. Y., Metropolitan Life Insurance Co., 1 Madison Ave. pap. gratis

Lay, Elizabeth A.

A study course in modern drama; program for women's clubs; with an introd. by Frederick H. Koch. 58 p. (9. bibl.) O (Extension leaflets, v. 4, no. 7) '21 Chapel Hill, N. C., The University of North Carolina pap. 50c.

Le Rossignol, James Edward

An explanation and criticism of the doctrines and proposals of scientific socialism; 3 v. 48 p. ea. O c. '21 Milwaukee, Wis., The American Constitutional League of Wisconsin pap. ea. 10c.

Library Bureau of Railway Economics

List of references on automatic train control; revised. [A bibliography.] 32 p. (typewritten copy) o '22 Wash., D. C., Library Bureau of Railway Economics pap. apply

[Loomis, Charles Dana]

Port towns of Penobscot Bay; [with] program of 7th annual architectural competition; [il. from photographs by the author and Dorothy Abbot Loomis.] 16 p. front., pls., plans, O (The white pine ser. of architectural monographs, v. 8. no. 1) [c. '22] N. Y., Russell F. Whitehead, 132 Madison Ave. pap. gratis

Marvin, Fred R.

Are these your friends? An exposé of the plans of the socialists, communists, I. W. W. and Non-partisan league, and showing the close relationship that exists between the leaders of these and all other radical organizations of this country. 30 p. O [c. '22] Denver, Col., [Author], 325 Tabor Opera House Bldg. pap. 12 c.

Meyer, Harold D.

The parent-teacher association; a handbook for North Carolina. 80 p. forms O (University extension division bull., v. 1. no 10; Feb 1, 1922) '22 Chapel Hill, N. C., University of North Carolina pap. apply

Monroe, Anne Shannon
Happy valley; a story of Oregon; il. by J. Allen St. John. 347 p. front. D (Popular copyrights) [c. '16] N. Y., Grosset & Dunlap 75 c.

Morgan, George
The life of James Monroe . 484 p. il. ps. D c. '21 Bost., Small, Maynard $4

Newton, Joseph Fort
Preaching in London; a diary of Anglo-American friendship. 8+140 p. D [c. '22] N. Y., Doran $1.50
Parts of the diary appeared as a series of articles in The Atlantic Monthly for August, September and October, 1921.

Newton, Wilfrid Douglas
Double crossed. 293 p. front. D c. N. Y., Appleton $1.75
A novel of adventure, its action taking place on board an ocean liner and in Montreal and Quebec.

Ogden, George Washington
The duke of Chimney Butte; front. by P. V. E. Ivory. 381 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Onions, Berta Ruck [Mrs. Oliver Onions]
The wrong Mr. Wright; front. by E. C. Caswell. 309 p. D c. N. Y., Dodd, Mead & Co. $1.75
The story of the complications which arose when a young lady invented, for the benefit of her fellow clerks, a lover, who becomes embarrassingly real.

Osborne, Sidney
The upper Silesian question and Germany's coal problem; 2nd ed. 285 p. O '21 N. Y., G. E. Stechert $2.50

Paine, Thomas
The complete works of Thomas Paine; 2 v.; vol. 1, Religious and theological; v. 2, Political and miscellaneous. 1800 p. por. O '22 N. Y., Peter Eckler, Box 1218 City Hall Station $4

Patterson, Bosa Harvey Bailey
Farm club songs. 49 p. O c. '21 Lockwood, Mo., [Author] pap. 50 c.

Plummer, Mary Redfield [Mrs. George W. Plummer]
Practical lessons in parliamentary procedure. 78 p. S c. '21 Chic., [Author], 976 North Clark St. $1
Simple lessons in parliamentary law for women's clubs.

Porter, Samuel Judson, D.D.
The gospel of beauty; with a foreword by Rev. L. R. Scarborough. 9+118 p. D [c. '22] N. Y., Doran $1.25
Partial contents: An eye for the beautiful; Christ the norm of beauty; Beauty released; Spiritual beauty triumphant.

Quayle, William Alfred, D.D.
With earth and sky. 179 p. D [c. '22] N. Y. and Cin., The Abingdon Press $1.25
Essays on nature, among which are: On the banks of the Delaware; The joy of winter; The fun of making a garden; A June idyl; Gathering Christmas mistletoe.

Rae, John
Grasshopper green and the meadow-mice; il. [in col. by the author.] no paging music D [c. '22] Chic., P. F. Volland Co., 58 East Washington St. bds. 65 c.
A continuation of the old story "The grasshopper and the ant."

Rankin, Thomas Ernest, and Aikin, Wilford Merton
American literature. 8+316 p. (bibls.) front. il. pors. D [c. '22] N. Y., Harcourt, Brace $1.40

Reid, James Halleck
The confession; a drama in four acts. 92 p. D c. '21 N. Y., S. French pap. 75 c.

Reid, Rachel Robertson
The king's council in the north. 10+532 p. (11½ p. bibl.) O '21 N. Y., Longmans, Green $9

Reizenstein, Jennie, comp.
Rabbinic wisdom; [preface by William Rosenau.] 7+205 p. il. D c. '21 Cin., The Union of American Hebrew Congregations; Dept. of Synagog and School Extension, Merchants Bldg. $1.50
Sayings and stories culled from Rabbinical literature, many of them translated from their original sources.

Rideout, Henry Milner
Winter bell. 178 p. il. pls. D [c. '22] N. Y., Duffield $1.75

Robertson, Mrs. Ella Broadus
The ministry of women; [with daily Bible readings at the end of each chapter.] 7+109 p. D [c. '22] Oklahoma City, Okla., Messenger Book House, 125 Main St. 50 c.

Newman, Andrew J.
The commercial industries; a syllabus with bibliography, references and study outline. loose-leaf O c. '21 Lawrence, Kan., Dept. of Journalism Press, University of Kansas $1

New York. State Historian
The records of Ballston Spa, Saratoga County. 11 p. tabs., pls. O (N. Y. state local history; Village records; prepared by the Division of archives and history; Albany, N. Y., The University of the State of New York pap. 5 c.

North Carolina. University
Research in progress, July 1920-July, 1921. 66 p. O (University of N. C. record, no. 188) '21 Chapel Hill, N. C., University of North Carolina pap. gratis

Nowy elementarz i Pierwsza czytanka dla polskich szkoł parafialnych Stanow Zjednoczonych Polnocne j Ameryki; [a Polish primer.] 30 p. il. O [c. '21] Niles, Ill., St. Hedwig's Printery 30 c.

Ogawa, Gortaro
Conscription system in Japan. 8+245 p. O (Japanese monographs; Carnegie endowment for international peace) '22 N. Y., Oxford University Press $2.25

Power, Ralph Lester, ed.
Libraries of Los Angeles and vicinity. 63 p. D [c. '21] Los Angeles, Cal., University of Southern California bds.

Prentice-Hall federal tax course. 274 p. O c. '22 N. Y., Prentice-Hall, inc., 70 5th Ave. $6

Ripple, Michael Joseph
Dominicant tertiaries' manual; for the use of private tertiaries and of chapter tertiaries of the Third order of St. Dominic. 403 p. front., il. S c. '21 Somerset, O., The Torch $1; leath. $1.75

Ruck, Berta. *See* **Onions, Berta**

Russell, Charles Edward
The outlook for the Philippines; il. with photographs. 411 p. front. (pors.) pls. D c. N. Y., Century Co. $3
Partial contents: The Ireland of the East; Filipino traits; First fruits of self-government; Commerce, manufactures and labor; Education; The Filipino and the ballot-box; The Japanese menace.

Saintsbury, George Edward Bateman, ed.
A letter book; selected with an introd. on the history and art of letter-writing. 12+306 p. D '22 N. Y., Harcourt, Brace $2.25
A study of great letterwriters and their work including examples of letters from the earliest time to great later writers i.e. John Evelyn, Jonathan Swift, Thomas Gray, Horace Walpole, Walter Scott, Charles Lamb, Shelley, Keats, Macaulay, the Brownings, Thackeray, Dickens. Ruskin, R. L. Stevenson and others.

Sampson, Emma Speed
Mammy's white folks. 336 p. front. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap 75 c.

Schroeder, Theodore Albert, ed.
Free speech bibliography; including every discovered attitude toward the problem covering every method of transmitting ideas and of abridging their promulgation upon every subject-matter. 247 p. O '22 N. Y., H. W. Wilson Co. $4
The editor is Secretary and Attorney of the Free Speech League.

Sheffield, Lyba M., and Sheffield, Nita C.
Swimming simplified; 2nd ed. 167 p. il. D [c. '21] San Francisco, Cal., [Authors], P. O. Box 436 $1.75

Shippee, Lester Burrell
Syllabus for the study of the national period of the history of the United States; [rev. edition.] 5+60 p. (bibl.) O c. '21 Minneapolis, Minn., The Perine Book Co., 1413 University Ave. S. E. pap. 75 c.

Sleeper, Milton Blake
Construction of radio phone and telegraph receivers for beginners; solid, useful data, photos, and drawings prepared specially for the radio novice and experimenter on the erection of antennas, planning a station, and building all kinds of crystal, audion, and regenerative receivers, with amplifiers and loud speakers for radio telephone broadcast reception and telegraph signals. 142 p. il. diagrs. pls. D c. N. Y., Henley pap. 75 c.

Smith, Edwin W., and Dale, Andrew Murray
The Ila-speaking peoples of Northern Rhodesia; 2 v. fronts. pors. facsms. fold. maps O '20 N. Y., Macmillan $20

Strachey, Marjorie
David, the son of Jesse. 351 p. D c. N. Y., Century Co. $1.75
A life of David in novel form.

Symes, John Elliotson
The evolution of the New Testament. 17+353 p. O '22 N. Y., Dutton $7
The author traces out the growth and upbuilding of the collection of Christian writings which are now called the New Testament.

Taylor, Fred Manville
Principles of economics; 8th edition. 9+577 p. diagrs. O '21 N. Y., Ronald Press $2

Teichman, Eric
Travels of a consular officer in north-west China; with original maps of Shensi and Kansu and il. by photographs taken by the author. 13+219 p. front. maps (part fold.) O '21 N. Y., Macmillan $10

Wiley, Hugh
The wildcat. 278 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Wilkinson, Mrs. Marguerite Ogden Bigelow
The Dingbat of Arcady. 188 p. D '22 c. '21 N. Y., Macmillan $1.75
The adventures of the author and her husband in flat bottomed boats which they built themselves.

Willard, Rex E.
Simple farm accounts; a textbook and guide. 106 p. forms. [c. '22] O Fargo, N. D., [Author] $1.75

Williams, Valentine [Douglas Valentine, pseud.]
The yellow streak. 341 p. D '22 c. '21 Bost., Houghton Mifflin $2
The story of the mysterious murder of a British war profiteer in his country house.

Winfield, Percy Henry
The history of conspiracy and abuse of legal procedure. 27+219 p. (bibls.) O (Cambridge studies in English legal history) '21 N. Y., Macmillan $7
The first volume in the series, edited by Dr. H. D. Hazeltine, Downing professor of the Laws of England.

Woodcock, W. J.
How to start a marine engine in a cold ship; with 14 page pls., 10 printed in two colors. [Including plants for single and cross compound steam turbines, triple expansion engines with oil fired boilers, semi-Diesel engines, and Diesel electric drive.] 150 p. plans S [c. '22] N. Y., Spon & Chamberlain limp leath. $3

Wulf, Maurice M. C. J. de
Philosophy and civilization in the Middle Ages. 10+313 p. (8 p. bibl.) O (Louis Clark vanuxem foundation) c. Princeton, N. J., Princeton University Press $3
Partial contents: Survey of the civilization of the 12th century; The civilization as reflected in philosophy; Optimism and impersonality; Intellectualism; The theory of the state; The conception of human progress.

Young, Elizabeth G.
Homestead ranch. 295 p. front. D c. N. Y., Appleton $1.75
The story of a brother and sister who took up homestead claims in the sagebrush country.

Vaughan, Warren Taylor
Influenza; an epidemiologic study. 7+260 p. (11 p. bibl.) il., charts O (American journal of hygiene; monographic ser. no. 1) c. '21 Balt., The American Journal of Hygiene pap. $3.25

Rare Books, Autographs and Prints

THE exhibition of the graphic arts at the American Academy of Arts and Sciences at 15 West Eighty-first Street is attracting a great deal of attention. Experienced observers remark upon the growing interest in this country in the art of engraving.

The library of Lady Burdett-Coutts will be sold at Sotheby's in London May 15, 16 and 17. Two very important sales are now planned for the middle of May in this city. Taking New York and London together, May bids fair to be the most important month of the season.

An interesting and varied collection of books including works on Chinese, Japanese and Indian art, Japanese prints, colored plate books, standard sets and fine bindings will be sold at the Anderson Galleries April 10 and 11. There are a number of first editions of George Cruikshank, among them the first issue of the first edition of the "Omnibus" and the "Table Book" in the original parts.

In order to keep the Leipziger Museum from financial collapse the Saxon Government has consented to the sale of the forty-two line Gutenberg Bible which has been one of its greatest treasures. Holland has offered 10,000,000 marks for it. Since this is only about $29,000, or a little more than one-half of what the Hoe copy brought, some collector or library in this country ought to feel like raising Holland's bid.

A generation ago the manuscript treasures of the Vatican Library were practically inaccessible. Since then one barrier after another has been removed until in recent years facsimiles have been made of many of the oldest and most valuable manuscripts with all of their illustrations for other libraries. There has been such warm appreciation of this new policy that the present director is considering still greater activities along the lines that have been so successful.

The farm in the Catskills near Roxbury where John Burroughs was born, spent his boyhood, and where a year ago he was laid to rest, has been purchased by Henry Ford, long a vacation comrade of the naturalist. On Monday, April 3, the anniversary of the burial of Burroughs, the farm was dedicated to his memory. A bronze plaque was imbedded in the great rock over the grave of the author, and it has been planned to preserve the farm as nearly as possible as he knew it.

In the recent sale of the Coates collection in Philadelphia, a copy of Kipling's "Stalky & Co." had a note from the author in which he writes: "Many thanks for your note. It's good hearing that 'Stalky & Co.' amused you, because I had rather a good time myself writing it. It's in the nature of a moral tract—only a perverse generation insists on calling it comic, and a boy's book, and a lot of other things which it isn't. It's all cribbed from Froebel, with a few alterations to disperse the plagiarisms."

The Detroit Public Library has started a series of monthly publications known as the "Burton Historical Collection Leaflets." Each of these will present extracts from the writings of some author whose work is contained in the Burton Historical Collection of the library thus making known to students generally, as well as to the people of Detroit, something of the resources of the library. The first of the series deals with Henry R. Schoolcraft, giving a brief biographical sketch, followed by some sixteen pages of extracts from Schoolcraft's memoirs, documents and other papers.

At the sale of Americana by the Heartman Auction Company at Perth Amboy, N. J., April 1, a letter concerning the success of the Gospel among the Indians of New England written by Increase Mather and printed at Utrecht, 1699, the third or fourth edition, and one of the rarest of the Mathers, brought $165 and went to Lathrop C. Harper of this city. A letter written by Aaron Burr giving his reasons for not joining the Cincinnati Society sold for $43. A copy of an original printed form of agreement between Charles II and the seven proprietors of Carolina realized $56.

Every large sale this season has been a brand new problem. Before it occurred all have wondered whether it would be a success or not; dealers have been so conservative when buying for stock and collectors so very quiet that there has been much doubt as to where buyers were to come from. And yet genuine rarities have brought good prices and freqently new high records were made. The value of rare books has shown much less contraction than prints and paintings. Book collectors seem to have learned the lesson that the time to buy a rare book is when it is offered for sale. It is not safe to delay when one has a fair opportunity.

The keen interest in Far Western Americana, as shown in sales during the last two or three years, is resulting in many discoveries. The press reports and comments on these sales have shown many that letters, manuscripts, surveys, broadsides, pamphlets and books dealing with the discovery, settlement and early life in the Far West find a quick sale at seemingly high prices. Bookshops that have made a specialty of this line have been doing a thriving business, and they deserve much credit for their initiative in stimulating the preservaton of much material concerning early western history that if delayed longer would have been lost.

The sale of Part III of the library of Dr. Frank P. O'Brien, of this city, comprising books, pamphlets, maps, surveys, broadsides and views relating to the Far West at the Anderson Galleries March 27 and 28 demonstrated anew the keen interest in historical material relating to this section. The 672 lots brought $10,290.85, the total being much larger than expected. The rare lots brought high prices making many new high records. Lathrop C. Harper, Ernest Dressel North and G. A. Baker & Co. of this city, and Walter M. Hill of Chicago, were among the dealers buying some of the most important lots. The highest price, $1,200, was paid for the *Saturday Star Journal,* a complete file in 28 folio volumes, published by Beadle & Company in New York in 1870 and 1897. Other important lots and the prices which they brought were as follows: McClashan's "History of the Donner Party. A Tragedy of the Sierras," 8vo., cloth, Truckee, Cal., 1879, $120; Canfield's "Northern Pacific Railroad. Partial Report to Directors," etc., maps, 8vo., cloth, n. p. 1870, $100; Clark's "A Trip to Pike's Peak and Notes by the Way, with Numerous Illustrations," 8vo., cloth, Chicago, 1861, $75; Smart's "Leadville, Ten Mile, Eagle River, Elk Mountain, Tin Cup and Other Colorado Mining Camps," etc., maps, 8vo., wrappers, Kansas City, 1879, $95; Edward's "The Ohio Hunter," 12mo., cloth, Battle Creek, Mich., 1866, $62.50; Johnson and Winter's Route Across the Rocky Mountains with a Description of Oregon and California," 8vo., cloth, Lafayette, Ind., 1846, $590; Langworthy's "Scenery of the Plains, Mountains, and Mines: Or, a Diary Kept upon an Overland Route to California, by way of the Great Salt Lake," small 8vo., cloth, Ogdensburgh, 1855, $87.50; Leonard's "Narrative of Adventures . . . Five Years Trapping for Furs, Trading with Indians, etc., of the Rocky Mountains," 8vo., cloth, Clearfield, Pa., 1839, the finest of five known copies, $700; Palmer's "Journals of Travels over the Rocky Mountains, to the Mouth of the Columbia River, made during the Years 1845 and 1846," 8vo., calf, Cincinnati, 1847, probably the best account of the Oregon Trail, $260; Reynold's "Friendship's Offering. A Sketch of the Life of Dr. John Mason Peck," 8vo., wrappers, Belleville, 1858, $230; and the original manuscript surveys and maps made by Abraham Swagerty, the Surveyor, in 1795, delimiting and describing six tracts aggregating 4,201,240 acres in the territory South of Ohio, and embracing one-sixth of the State of Tennessee, six sheets, folio, dated January 21 to 29, 1795, $785.

F. M. H.

Auction Calendar

Monday and Tuesday afternoons, April 10th and 11th, at 2:30. An interesting and varied collection of books, including works on Chinese, Japanese and Indian art. (Items 497.) Anderson Galleries, 489 Park Avenue, New York City.

Friday morning and afternoon, April 14th, at 10:30 and 2:30 o'clock. An American library from New England. The Walpole Galleries, 12 West 48th Street, New York City.

Catalogs Received

A few rare items, generally in fine condition. (Items 239.) Frederick R. Jones, Eastbury, Torre Square, Torquay, Devon, England.

Incunables, impressions Du XVIe Siecle Impressions Sur Velin Reliures Speciales. (No. 6; Items 75.) International Antiquariat, 364 Singel, Amsterdam, Holland.

New and second-hand books on art and architecture, banking business, biography, etc. (No. 4.) Central Book Co., 112 West Locust Street, Chicago, Ill.

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Quarter page ..... 15.00 Eighth page 7.50
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Higher rates for Summer Reading, Educational Number, Christmas Bookshelf and Book Review *supplement.*

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Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] *after their firm name. The appearance of advertisements in this column, or elsewhere in the* WEEKLY *does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

RARE VOLUME STOLEN

On March 24th a Manuscript on Vellum, Horae Sanctae Crucis, De Sancto Spiritu, 8vo, Maroon levant, silver clasps, gilt edges, by Stikeman. Value $585. Taken from KORNER & WOOD CO., Cleveland, Ohio. Watch for and notify.

BOOKS WANTED

Abraham and Straus, Inc., Brooklyn, N. Y.

A Journey to Nature, Mowbray.

Adams Bookstore, Fall River, Mass.

Methods of Determining Costs in a Cotton Mill, Nicols, published in New Bedford.

Aldus Book Co., 89 Lexington Ave., New York City

Edwin Arlington Robinson, firsts as below:
Captain Craig.
The Children of the Night.
The Torrent.
The Town Down the River.
The Man Against the Sky.
Van Zorn; The Porcupine
Lancelot, Merlin.
Conrad, as below:
The Children of the Sea, N. Y., 1897.
The Inheritors, N. Y., 1901.
Typhoon, N. Y., 1902.
The Sketch Book of Geoffry Crayon, 7 parts, first edition, good copy.
Kipling, Abaft the Funnel, Doubleday, 1909; Abaft the Funnel, Dodge, 1909; Puck of Pook's Hill, Doubleday, 1906; Brushwood Boy, Doubleday, 1899; Courting of Dinah Shadd, Ivers, 1890; Dinah Shadd, Harpers, 1890; The Dipsy Chanty, Roycroft, 1898.
Stevenson, Will O' the Mill, Cozy Corner Series; The Ebb Tide, Chicago, 1894; Valima Letters, Chicago, 1895; Fables, Scribners, 1896; The Sea Fogs, Paul Elder, 1907.
Conrad, Children of the Sea, Dodd, Mead, 1897; The Inheritors, McClure, 1901; Typhoon, Putnam, 1902; Victory, Doubleday, 1915; The Arrow of Gold, 1919; Falk, Point of Honor, McClure, 1908.
Anderson, Sherwood, Firsts of Mid-American Chants, Windy McPherson's Son; Winesburg, Ohio.
Bret Harte, Mark Twain, Ambrose Bierce, Lafcadio Hearn, any good first editions.

Aldus Book Co—Continued

Dreiser, Sister Carrie, 1900; Traveller at Forty.
Davenport, The Book, Robinson, Man Against the Sky.
Heine, Trans. Chas. W. Warner, about 8 volumes.
Geoffrey Crayon, Sketch Book, 7 parts, N. Y., 1819-20.
Bigelow, Dr. Henry Jacob, Reduction of Hip Joi Dislocation and Fragments of Medical Science and Art. Please quote again.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

World and His Wife, Mirdlinger, pub. by Mitchell Kennerly.
Preachers Homlietic Commentary on Old and New Testament, complete set.
Complete set of Ryles' Expository Thoughts on the Gospel.
Chimes From a Jester's Bells, Robt. G. Burdett.
Philosophy of Life, Robt. G. Burdett.
American Wit and Humor, Robt. G. Burdett.
Smiles Yoked With Sighs, Robt. G. Burdett, or Sighs Yoked With Smiles, Robt. G. Burdett.
Thayer's English Greek Lexicon.
Young's Analytical Concordance.

American Baptist Publication Society, 514 N. Grand Ave., St. Louis, Mo.

Romance of Palestine, Dr. John Lee.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.

Dresden Ingersoll.
Ante-Nicene Fathers.
Hart's American Nation, 27 volumes, Harper.

Arcade Book Shop, Eighth and Olive Sts., St. Louis, Mo.

Dante, Inferno, Dore ill., large edition.
Checkley, Natural Method of Physical Training.
Dickson, Life Worth Living.
Shakespeare, Histories, Oxford, 3 vol. ed., cloth.
Shakespeare, Tragedies, Oxford, 3 vol. ed., cloth.
Cabell, Eagle's Shadow.
Mabie, Works and Days.

Auditorium Book Store, 933 Fourteenth St., Denver, Colo.

History of Women in Trade Unions, 61st Congress, Senate Document 645.

Bailey's Book Store, Vanderbilt Sq., Syracuse, N. Y.

God's Good Man, Corelli.

Wm. M. Bains, 1213 Market St., Philadelphia, Pa.

O'Hart, Irish Pedigrees, 2 vols.

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The Inside History of the Carnegie Steel Co., J. H. Bridge, printed by Aldine Book Co., in 1903, 4th ed.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

Spain, by Hare.
Great Psychological Crime, 1 volume.
H. C. Beeching, Diaries.

Chas. W. Beane, 955 Eighth St., San Diego, Cal.

Oppressed English, pub. by Doubleday, Page & Co.
Who Goes There, by B. K. Benson.

A. A. Beauchamp, 603 Boylston St., Boston, Mass.

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The Philosophy of Law, I. Kant.
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Reynolds, Mysteries of London, illustrated.
Rostand, L'Aiglon, Maude Adams edition.
Stuelpnagel, Truth about German War Crimes, Accusations against Germany.
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Whitman, Good Gray Poet, Memoranda during the War, first editions.

Arthur F. Bird, 22 Bedford St., Strand, London, W. C. 2, England

Cape Cod Folk, by Greene.
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John the Unafraid, Mason.

The Book Shelf, 112 Garfield Place, West, Cincinnati, O.

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House of Quiet, Arthur Christopher Benson, pub. by Dutton.
Three Weavers, A. F. Johnston, pub. by Page.

The Boop Shop, Woods Hole, Mass.

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Beard, Woman's Work in Municipalities 1915
Hart, Practical Essays on Government, 1905.
McLean, Heroes Farthest North and South.
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Life of Lincoln, Herndon, Appleton, 1891 edition.
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Wheeler's History of North Carolina.

Brentano's, Fifth Ave. and 27th St., New York City

Edwards, S. F., The Ohio Hunter.
De Barthe, J., The Life and Adventures of Frank Grouard, Chief of Scouts, U. S. A., St. Joseph. 1894.
Reynolds, John, Sketches of the Country, on the Northern Route from Belleville, Illinois, to the city of New York & c., Belleville, 1854.
Wyeth, John Allan, Life of General N. Bedford Forrest, Portrait and illustrations.
Borden, Spencer, The Arab Horse, 1906.
Borden, Spencer, What Horse for the Cavalry? J. H. Franklin Co., 1912.
Spencer, Herbert, Man Versus the State, Kennerly, 1916.
Anderson, Pictorial Art of Japan.
Luce, Commander, Text Book of Seamanship, Revised edition, 1895.
Hume, History of Scotland.
Grossman, Edwina, Edwin Booth, large paper, 1894.
Ross, Janet, Tuscan Villas.
Becke, Louis, Novels of.
History of Later Roman Empire from Arcadius to Irehe, J. B. Bury.
The Mohammedan Dynasties, by Lane, Poole.
Letters to Beany, Henry A. Shute.
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Two Years in the French West Indies, Hearn.
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British Highways and Byways from a Motor, Thomas B. Murphy.
Proceedings of the Eighteenth Annual Convention of the Annual Air Brake Assoc., held 1911.
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Studio Year Book for 1910.
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The Viking Age, P. B. Du Chaillu.
Hints to Shop Keepers.
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Hagedorn, Americanism of Roosevelt.
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Green, Francis N., The Flag.
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McLeod, Shakespeare Story Book.
Morgan, Venus and Adonis, N. Y., 1885.
Scott, Temple, Pleasure of Reading.
Papers of N. Y. Shakespeare Soc., No. 2.
Morris, S., Seymour Genealogy.
Vachell, Quinneys, 1914, The Story.
Grosvenor, Model Yachts and Boats.
Lives of Al Lieber and Tom Horn, Scouts.
Bourke, MacKenzie's Last Fight.
Bourke, An Apache Campaign.
Hoffman, Winter in the West, 2 vols.
Ford, History of Illinois.
Eggleston, Hoosier Schoolmaster, 1st ed., date on title 1871.
Iman, Old Santa Fe Trail.
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Comstock, Textbook of Astronomy.
Czapek, Chemical Phenomena.
Greville, Costumes of All Nations.
Groiset, How to Live.
Horner, American Flag.
King, Stories of Scotland.
Reid, Seeing South America.
Taft, History of American Sculpture.
Woodbury, Pencil Sketches of Trees.
Suetonius, Lives of the Caesars, Tudor trans.
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St. Beuve, Portraits of 18th Century, 2 vols.
Ross, Theory of Pure Design.
Roosevelt, Winning of the West, 1st ed., vols. 3-4.
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Perkins, French Cathedrals and Chatetaus, 2 vols.
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Plato, Dialogues of, 5 vols., 3rd ed.
Piozzi, Mrs. Thrale, Autobiography, 2 vols.
Patterson, History of the Backwoods, 1843.
Dobson, Horace Walpole, large paper.
Rousseau, Confessions, 4 vols.
Warder, The Universe a Vast Electric Organism.
Thayer's Cavour, large 8vo. ed., 2 vols.

William Gerard Chapman, 118 North La Salle St., Chicago, Ill.

Heming, The Drama of the Forests.
Heming, Spirit Lake.

The Chemical Catalog Company, Inc., 1 Madison Ave., New York

Geschwind's Manufacture of Alum and Sulphates.
Liquid Air, Oxygen and Nitrogen, translated from the French, 1913, by E. P. Cottrell, author's name Georges Claude.

Chester Book & New Co., 3rd & Market Sq., Chester, Pa.

July Horoscope.
Major Jones' Courtship.
Orphan, by Mulford.
Red Gables.
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Chicago Medical Book Company, Congress and Honore Sts., Chicago, Ill.

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Bucholz, Therapeutic Exercise and Massage.

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Pacific Mail Steamship Co., 7th Annual Rept., May, 1861.
Northern Pacific Railroad, Route, Resources, etc., 1871.
Bandelier, any works or periodical articles by.
Old Guard, vol. 1, nos. 1-12; 3, no. 1; 6, no. 4; 8, no. 12; 9, nos. 1-12; 10, nos. 1-12.
Bancroft, Negro in Politics.
Whitman, Print Collector's Hand Book.
Winchester, Principles of Literary Criticism.
Wing, Hist. of Cumberland Co., Pa.
Winship, Journey of Coronado.
Winsor, West of Alleghenies, 1763-98.
Wise, Natural Hist., Soc., Bulls., vols. 1-13, O. S. comp. and N. S. vol. 1 and 2.
Wis. Agric. Soc., trans. 1860.
Wisc. Summer Saunterings in Northern Wisc.
Wood, Virginian Expedition.
Woodbury, Hist. of 46th Ill. Veteran Vols.
Woodruff, Effects of Tropical Light on White Men.
Woonsocket, R. I., Hist. of, with Genealogies.
Wright, H. W., Wright Genealogy, 1901.
Writer, Boston, vols. 8-16.
Wyllard, As Ye Have Sown; Tropical Tales; Pathways of Pioneer.
Wyo. Valley; Hist. Record Devoted to Early Hist., vols. 1-4.
Withers, Chronicles of Border Warfare, 1831.
Wooley, South Sea Letters.
Worcester, Head Hunters of Philippine Islands.
Wright, Handbook of Philippines.

Charles W. Clark Co., 128 West 23rd St., New York

Hall Family Genealogies .

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Curtis, Benj. R., Memoir and Writings.
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Voord, Lives of the Chief Justices of the U. S.
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Elements of Chance
Argosy, Sept. 1900, Aug., Sept., Oct. 1901, Sept., Dec. 1904.
Elements of Chance, Harmon.
Canoe and Dog Train, Young.
Six Lectures on Theology, Hardinge.
Riders of Many Lands, Dawes.
History of Chemistry, Von Myers.

Columbia University Library, New York

Dealey, The Development of the State, Silver, Burdett & Co., 1909.
Calvert, A. F., Impressions of Spain.
Kettleborough, Charles, ed., The State Constitutions and the Federal Constitution and Organic Laws of the Territories of U. S., Bowen, 1918.
Conchologist's Exchange, vols. 1 and 2, 1887-1888.
Portenar, Organized Labor, Macmillan.
Jenkins, Howard M., ed., Pennsylvania, Colonial and Federal History, 1608-1903, Phila., 1903-04.
Royall, Anne, Pennsylvania, 2 vols., 1829.
Norton, Eliot, On Short Sales of Securities Thru a Stock Broker, McBride, 1907.
Smith, Howard I., Smith's Financial Dictionary, Moody's Magazine.
Wilde, O. F., Writings, Keller, 5 vols.

L. A. Comstock, c. o. Doubleday, Page & Company, Garden City, N. Y.

In Africa, by John T. McCutcheon, Indianapolis, Bobbs Merrill Co., 1910.

Congregational Publishing Society, 14 Beacon St., Boston 9, Mass.

The St. Lawrence River, by George Waldo Browne, pub. by G. P. Putnam Sons.
In Treaty With Honour, A Story of Old Quebec, by Mary C. Crowley, pub. by Little, Brown Co.

Cossit Library, Memphis, Tenn.

Weekley, Romance of Names.
Scott, Scientific Circulation Management.

Mrs. F. A. Dallett, 550 Park Ave., New York

Elliot, Frances:
The Diary of an Idle Woman in Italy.
The Diary of an Idle Woman in Spain.
Old Court Life in Spain.
Old Court Life in France.

R. Davis, 49 Vesey St., New York

Bret Harte, Vols. 15-20, Stand. Libr. Edition.
Stockton, Scribner's Subs. Ed., Vols. 19-23.
Wilde, Sunflower, E. H. Mor, Vols. 10-15.
Brewer's World's Best Essays.

Davis & Nye, 112-114 Bank St., Waterbury, Conn.

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Tarde, Law of Imitation.
Timbs, Romance of London.
Wall, Daughter of Virginia Dare.
Forman, Life Poetry and Writings of Keats, 1883, 4 vols.
Yexall, Collecting Old Glass.
Keats, Poetical Works and Other Writings, 4 vols Ed. by Harry Buxton Forman, 1883.
Pausania, Description of Greece, trans. by Sir J. G. Frazier, 6 vols., 1898.
Parker, Translation of a Savage, 1898.
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Tharon of Lost Valley.
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Archko Volume, Acto Pilate.
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Corbin, School Boy Life in England.
Camoens, Lusaid.
Dahlgren, Chas. P., Historical Mines of Mexico, 1884.
Gregory, Kiltartan History; Kiltartan Wonder Book.
Hayes, M. H., Riding and Hunting.
Hewlett, Little Novels of Italy.
Harris, Uncle Remus, first edn.
Illustration, French, Dec. 1921, Jan. 1922.
Lewis, C. M., The Genesis of Hamlet.
Merrick, The Man Who Was Good.
McNeile, Bull Dog Drummond.
Poe, vol. 3, Works, Duffield, 1908, green cloth.
Parker, A Romance of the Snows.
Page, T. N., The Negro: the Southerner's Problem, 2 copies.
Plunkett, C., Honest Graft.
Parsons, E. W., Education Legislation and Administration of the Colonial Government, 1899.
Pater, Prose Selections, 1901.
Rolland, Caesar Franck.
Roosevelt, Theo., Thomas Hart Benton, Boston, 1887.
Root, G. L., History of the Arabic Orders of the Nobles of the Mystic Shrine of N. A., Peoria, 1903.
Reach's Official Baseball Guide, 1883, '84, '85, '86, '90, '91, '92, '98, '93, '94, '95, '96, '97, '99, 1900, '01, '02, '03, '05, '06.
Rudyard Kipling, Monograph.
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Story of France, Watson.

Fowler-Thompson Company, Montgomery, Ala.

The Princess of Bayou Teche.

Franklin Bookshop, 920 Walnut St., Philadelphia, Pa.

Thorpe, T. B., Tom Owen, the Bee Hunter.
Osler, W., M.D., Alabama Student, Oxford 1909.
Osler, Any Monographs, not Text Books.
Eaton, Hist. of Presby. of Erie, N. Y., 1868.
Magaazines, etc., of Thomsonian Bot'l. Medicine.

The William F. Gable Co., Altoona, Pa.

Science of Fantasy, by Constance E. Long.

Gammel's Book Store, Austin, Tex.

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Byron, Vol. 8, Childe Harold, blue cloth.
Butler, Samuel, Life and Habit.
de la Potherie, Histoire de l'Amerique Septentrionale.
Eberlein and Lippincott, The Colonial Homes of Philadelphia.
Gould, S. Baring, Works of.
Harper's Magazine, Containing Peter Ibbetson.
Hayes, Charles, George Hayes of Windsor and His Descendants.
Inquisition, anything on.
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Limborch, Hist. of Inquisition.
Lowell, Percival, Choson, the Land of the Morning Calm.
Mason, G. C., History of Trinity Church, Newport, 1st series.
History of Redwood Library.
Pankart, The Art of the Plasterer.
Rambles on the Riviera.
Richardson, C., Clarissa Harlow, old edn.
Seeley, Religion of Nature.
Smith, Pictorial History of the Bible.
Sterling Magazine, October 1910.
Tortures, anything on.

Ernest R. Gee & Co., Inc., 442 Madison Ave., New York

Manors of Virginia in Colonial Times, by Mrs. E. T. Sale, 1909.
St. Memin Coll. of Portraits, by Elias Dexter, 1862.
Old Homes in South Carolina, by Mrs. Leiding.
Lancaster, Old Virginia Homes and Churches.
Tolstoy's War and Peace, translated by Garnet.
James, Madonna of the Future.

The J. K. Gill Co., Portland, Ore.

Renan, Life of St. Paul.
Renan, Life of Jesus.
Meltiades, Peterkin Paul.
Yarnell, Jane, Practical Healing of the Mind and Body.
Sandars. Justinian Institutes pub. Longmans.
Baucher, Method of Horsemanship.
Glover, Thousand Miles of Miracles in China.

Goldman's Book Store, 424 S. Dearborn St., Chicago, Ill.

Quilts, by Webster.
Dictionary of Printing, Temperley.
Hansart's Typographia.

Goodspeed's Book Shop, Boston, Mass.

Baker, R. P., Bibliotheca Canadensis.
Book of Knowledge, 20 vols.
Browne, John Hancock, His Book.
Buchanan, A Woman's Way.
Cat. Japanese Color Prints of Hokusai, Boston, 1893.
Davis, Memoirs of Morton.
Firth's Cromwell.
Green, Pioneer Mothers.
Haskell, Battle of Gettysburg.
Highway and Byway Ser., any titles.

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Innes, New Amsterdam, 1902.
Kennebunkport, Me., History of, by Bradbury.
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Le Gallienne, Travels in England.
Livermore, L. J., Hymn and Tune Book, Boston, 1888.
Malet, Wages of Sin.
Norton, Battle Round Top, Neil Pub. Co.
Pritchard, Through the Heart of Patagonia.
Reed, Myrtle, Year Book, 2 copies.
Rein, Industries of Japan, 1889.
Robinson, R. E., Sam Lovell's Camp; Hero Ticonderoga; In Greenwood, Hunting Without a Gun.
Salt, English Patriotic Verse.
Slattery, Father, Exposition of Roman Priests.
Songs for Little Ones at Home.
Sparks, J., Life Benedict Arnold, 3 vols.
Stow, Mass., Notes, etc., by Taber.
Tschaikowsky, Life and Letters.
Wilson, E. H., Aristocrats of Garden.
Whaleman's Bride.
Weise, Swartwout Chronicles.
Wilson, Where Amer. Independence Began.
Genealogies:
Atwoood by Hall, 1914, Cape Cod Hist. Lib.
Bates of Conn.
Boynton Gen.
Cameron Gen.
Charlton Gen.
Delamar Gen.
Dudley, by Dudley, 1848.
Edwards and Todd Gen.
Evans Gen.
Greenleaf (in Discourse on Death of Thomas), Bostou, 1854.
Hallock-Holyoke Gen.
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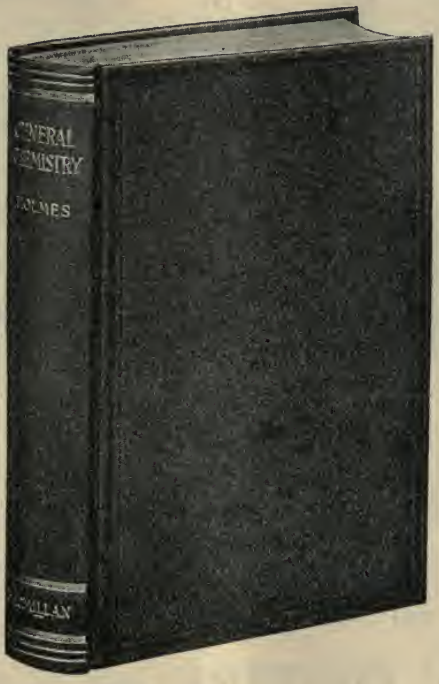

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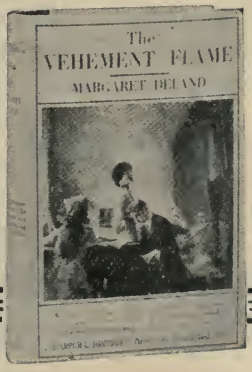

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"Two of Mary Johnston's good qualities as a writer are present in this book in full measure; her ability to call up a past age and make the figures from that time, living, breathing human beings and her power to make the big central theme behind the story, real and living also. . . . There is much power and charm in the book."

Cosmo Hamilton in The Philadelphia Public Ledger says:

"The story moves with the rhythm, the beauty, and the richness of a Shakespearan pageant. There is music in its writing, and poetry; there is a deftness of touch, a shrewdness and an irony, and through it all, a kindliness that makes one thankful to Mary Johnston for having rounded up all the experience of her life and her art into this masterly effort."

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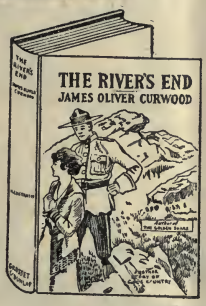

The bread and butter line

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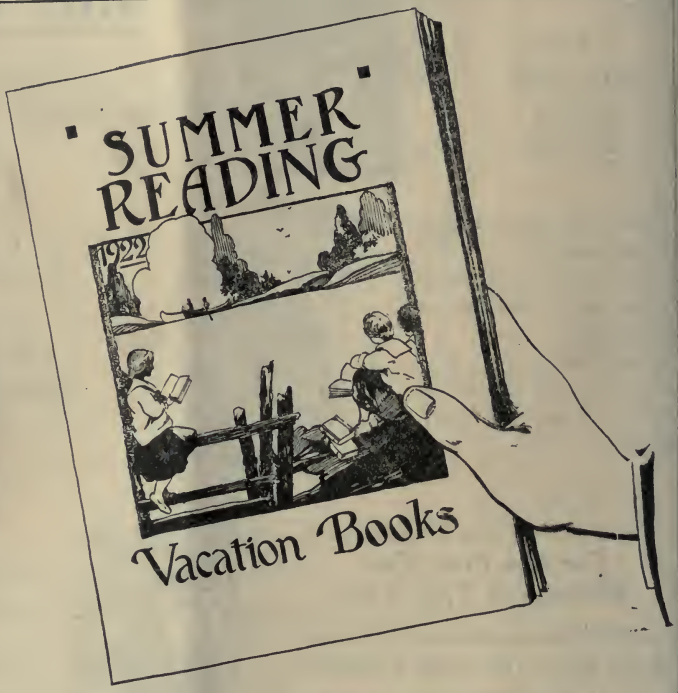

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THE REFLECTIONS OF A BOOKSELLER

"He speaks to our capacity for delight and wonder,
to the sense of mystery surrounding our lives:
to our sense of pity and beauty and pain."

From Conrad's preface to the "Nigger of the 'Narcissus.' "

For four years Conrad has been haunting me. With interest I have watched the flood of appreciation that these last years have brought to this genius; appreciation which, particularly in this last year, has reached tidal proportions. Many critics, more recently William McFee and Henry S. Canby, have paid high tribute to this "recognized and indisputable master of our art." It is a question in my mind if we average American booksellers have even tapped the potential sales possibilities of the books written by Joseph Conrad.

In his works we find:

1. Tales of man's struggle with fate, often resulting at once in a physical defeat and a spiritual victory; tales with keen characterizations. Tales of nautical adventure, colored with inimitable seascapes.

2. He writes about his characters from inside their hearts and inside their minds. His people become *known* to his readers and a reader of one volume of Conrad is a likely reader for all volumes, because he knows he will really find stories peopled with living souls.

3. The untrammelled imagination that might be round only in such genius as Conrad, who has the birthright of the Pole's fancy, and who has sailed the seas of the world, becoming first a master seaman and then one of the greatest tellers of tales in English, his adoptd language.

4. To read all of Conrad's work is to explore one of the most wonderful and interesting minds of my own generation.

5. His American publishers, Doubleday, Page & Company, have issued his books in attractive form, appropriately bound in cloth and leather at reasonable prices.

I, for one, shall this year more earnestly guide my customers to the books of Joseph Conrad, because I know that I shall be doing a genuine service to each and every one of them. Besides, every time I persuade a new reader to discover Conrad for himself, I have made a potential sale of many other Conrad books. For he will talk Conrad to his friends, and he will buy other Conrad stories for himself.

If I can get a good customer to read Conrad's preface to "The Nigger of the 'Narcissus,' " in which he explains his conception of the novelist's art, I shall have added much to my client's pleasure and something to his education.

Joseph Conrad's publishers in America are Doubleday, Page & Company, who also publish O. Henry, Booth Tarkington, and David Grayson.

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By BOOTH TARKINGTON

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The book is distinct but the reader will find to his delight that the author is "the same old Tarkington," merry (with Penrodian flashes of deviltry) like a little boy, and infinitely wise like a philosopher who has found the key to the book of life. "A gay and joyous book."

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PUBLICATION DATE, APRIL 28th

Doubleday, Page & Co., Garden City, New York

The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
Founded by F. Leypoldt

APRIL 15, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The Senate Tariff Provisions

THE tariff proposed to the Senate by its Finance Committee is by no means a certainty but rather adds to the uncertainty. The two houses are at loggerheads, and Chairman Fordney announces for the House that it will fight "until the snow flies"—which may mean until some politicians are "snowed under." The chief disagreement is on the basis of valuation, the Senate insisting on the more sensible plan of continuing foreign valuations as heretofore, while the House has stood by its pet notion of American valuations, which business men in general as well as treasury experts feel would be indefinite and troublesome beyond expression. The foreign valuation would, of course, be the lower, and to offset this the Senate bill proposes somewhat higher ad valorem duties where these are the sole duties or where they are associated with specific duties.

It is probable, however, that in Schedule 13 the item which chiefly interests the trade, that on books in general, will remain as proposed in the Senate bill. This is the present 15 per cent except on books of American authorship, which it is proposed to increase to 25 per cent. This meets the views of publishers and the book-trade in general, who have not wished to increase duties above the present rate, and of the printers, who have feared that publishers might print books of American origin in England or elsewhere and import them to avoid the high typographical costs still ruling here. The basis of valuation of books is still left indefinite in the Senate bill, as the suggestion of publishers that the basis should be actual cost without royalties does not seem to have been accepted and the contradictory rulings made in the Treasury Department from time to time will remain a perplexity to publishers. The book binding unions have reason to be satisfied, in any event with the 15 per cent duty on English books and sheets, as a higher duty would have a tendency to check the purchase of editions of 250 to 500 copies in sheets to be bound here, as is the common practice of publishers to-day. A new distinction is proposed in placing a separate duty at the excessive rate of 45 per cent on leather bound books, the chief value of which is in the binding, this being an increase from the Fordney rate of 33 1/3 per cent. It would seem undesirable that any such distinction should be made, but even if made it should not be at either of the high rates suggested.

The bill includes on the free list books in foreign languages and books over twenty years old, but old books rebound within the twenty year period would be dutiable, the phraseology subjecting the book contents as well as the binding to the duty. A duty on the binding of such books is not unreasonable, but it should not e excessive and it should positively not include the book contents. A provision so worded would be prohibitive of the present practice of importers like Henry E. Huntington in buying important books in their foreign binding for his private collections, which, in most cases, are destined to be ultimately public collections. Mr. Huntington, for instance, might pay thousands of dollars for a book merely unique which would be a precious possession for America on which the binding would be from ten to a hundred dollars in value. A tax on the binding would not be so serious a matter, but a duty of 15 per cent on a rare volume bought at a thousand dollars or ten thousand dollars, or even more, would, of course, be an unnecessary hardship.

The first published reports also omitted from the free list the proviso in favor of public libraries and like institutions, which are, as a matter of fact, still included. The restriction to two copies in any one invoice is removed, so that libraries may import a number of copies provided these are for their own use and not for sale or disposal otherwise. Educational books are, however, omitted from the free list and are dutiable on the same basis as other books. Toy books with no reading matter other than letters have been increased from 40 per cent to 70 per cent; and the rate on picture books with more reading matter, from 20 per cent to 35 per cent.

Under present circumstances, the trade must remain in perplexity probably for weeks if not months to come as to the actual outcome of the tariff situation. It is to be hoped that,

meanwhile, the conference committee may agree to a sensible schedule which will retain the proposed 15 per cent and 25 per cent, respectively, will reduce the duty on bindings by making this the same as on books and will also confine the duty on rebinding of books over twenty years old to such rebinding without including the book contents within the binding. The Senate Committee has been most courteous and considerate in its treatment of the representatives of the publishing and cognate interests during the progress of the hearing, and it is to be hoped that both Senators and Representatives will be equally willing as the debate continues to give sympathetic attention to the sound and sensible arguments of the trade, particularly as represented in the admirable brief which Mr. Macrae presented to the Senate Finance Committee.

The Gift for the Graduate

As the calendar turns toward May, we will soon be in the midst of the graduation season, first of private schools and academies, then of the grade and high schools and colleges. If friends wish to mark the graduation day of any boy or girl, no gift whatsoever can compare with a book. In the field of the graduation gift the book certainly deserves first consideration. Thru no other medium can the donor so well express his good wishes to the boy or girl who is "on the threshold."

Graduation time, whether it be merely a step from one room to another, from grade school to high school, or the final step out into the world, is a time for high hopes and a time for practical advice. In books, hopes can be visualized and advice be made concrete and acceptable. Flowers will make the day brighter, but they will be forgotten, but books still occupy a proud place as a cornerstone of a growing library.

Booksellers have a real mission in bringing this point home not only in this year but in continuing years until the idea of books for graduation is ingrained in the thoughts of every parent and relative. It is not an idea that can be put over by one display or one advertisement, but needs the cumulative power of reiterated argument borne in from all sides and thru succeeding years.

Many schools have established prizes for good work in various fields, and this plan might easily be encouraged among the alumni of both private and public schools. A gift of ten or fifteen or twenty-five dollars' worth of books given annually for the best work in English or history, science or public speaking would be a provision that any alumnus might be happy to make and he would be only too glad to have received the suggestion. The bookseller has it in his power to make this suggestion to those most likely to carry it thru, and each year a most acceptable and worthy beginning would be made to a boy's or girl's library.

Whatever headway is made this year toward bringing home the importance of books for graduation will bear continued fruit.

Price Maintenance at the Convention

In taking up the suggestion made by Charles E. Butler to bring price maintenance strongly to the front at the Convention, the Program Committee, of which J. Joseph Estabrook is Chairman, has planned to give this subject strong emphasis and has asked Mr. Butler to arrange for at least three speakers of prominence, presumably from outside of the trade, to give emphasis to this important point. Mr. Butler, as explained in the communication printed in the PUBLISHERS' WEEKLY of March 4th, believes that the book-trade should make this subject a really national issue, and should come to the Convention prepared to throw all the weight at its command to strengthening the hands of those who are trying to get a price maintenance bill thru Congress.

The Program Committee hopes shortly to announce all the features of the Convention. For the meeting on Wednesday morning the topic is to be "The Wrongs and the Rights of It." The booksellers are asked to send to Mr. Estabrook, care of Hochschild, Kohn & Company, Howard and Lexington Streets, Baltimore, Md., letters of comment or complaint on book-trade conditions that they would like to have brought up and discussed at the Convention. This will give the opportunity for a general discussion of bookselling success and bookselling handicaps and should lead to most helpful and interesting debate from the floor.

President Herr has been in special conference with both the Committee on Program and the Committee on Entertainment at Washington, and the final details have been gone over.

Longmans Open in Canada

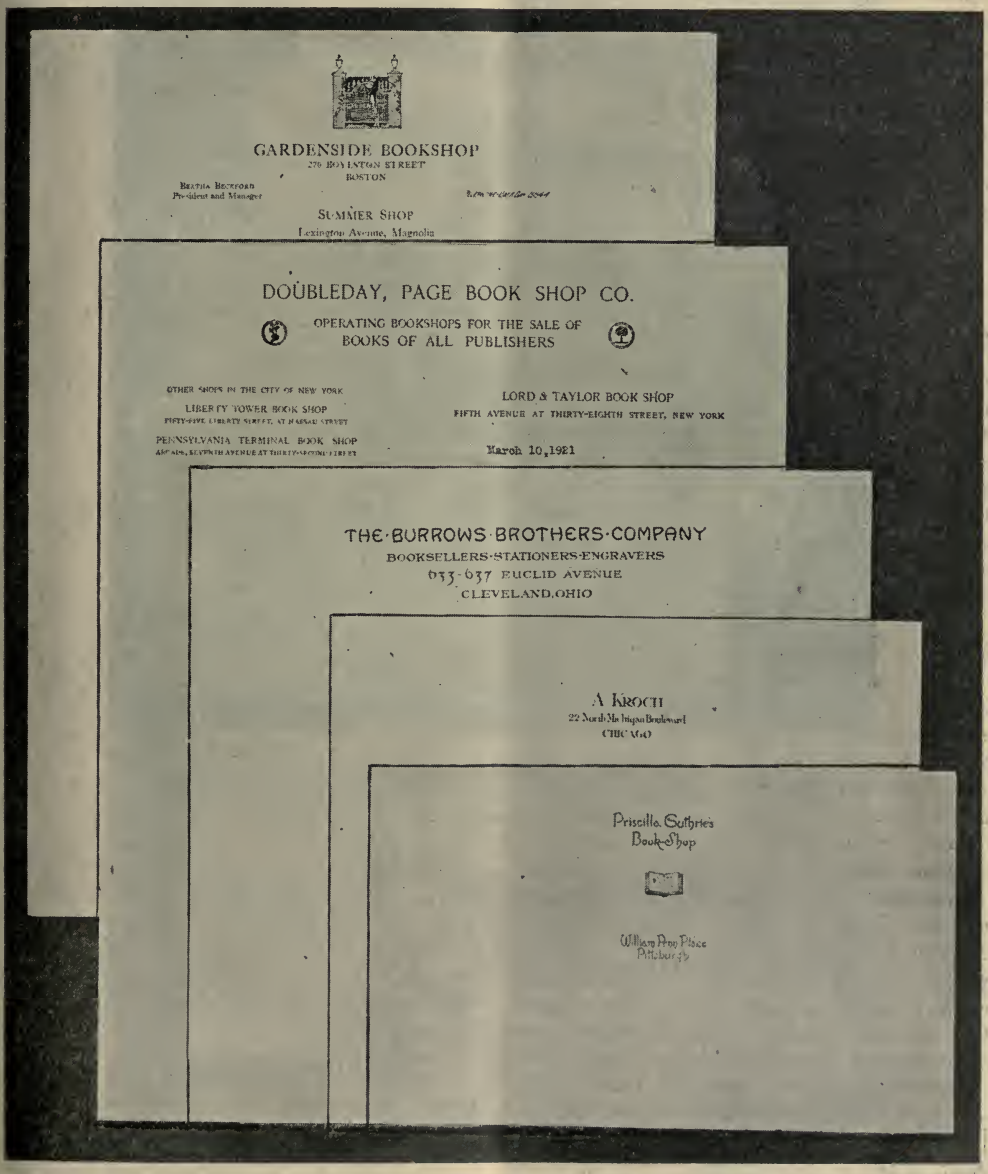
LONGMANS, GREEN & COMPANY will open shortly after April 15th a Canadian branch at 210 Victoria Street, Toronto. Theodore F. Pike, who has been for some time sales manager in the trade department in New York, is to be in charge of the office.

Get Sales From Your Letterheads

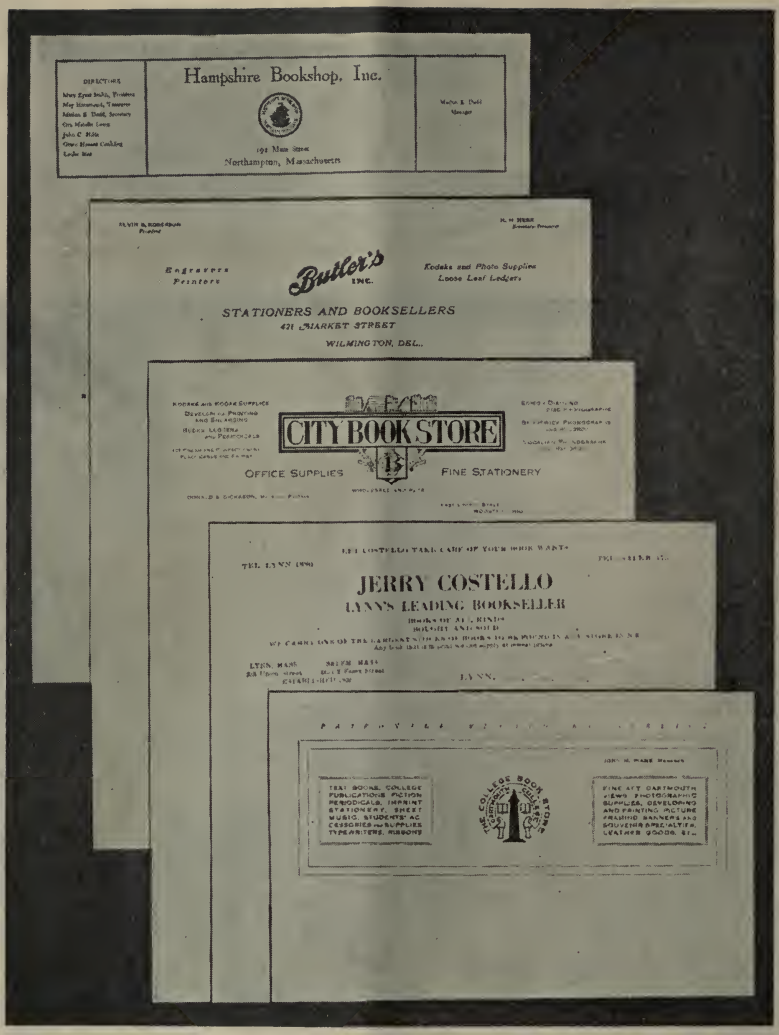
By Albert R. Crone

BOOKSELLERS' letterheads are advertising mediums of importance. They customarily go direct from dealer to buyer or prospective buyer, thus reaching the highest quality circulation available to the seller of books. Their distribution has little or no waste circulation. Careful consideration of letterheads is consequently of importance to the bookman.

There are two main classes of letterheads,



THE ROUTINE LETTERHEAD. NAME AND ADDRESS, BUSINESS NAME AND ADDRESS, THESE OUGHT TO BE ESSENTIALS ALL PRESENTED NEATLY AND IN BALANCES. THE COLOPHON APPEARS ON THE ROUTINE LETTERHEAD AND LINKS THE LETTERHEAD TO OTHER STORE ADVERTISING



THE SALES LETTERHEAD BEGINS TO ANSWER THE BUYER'S QUESTION, "WHAT'S YOUR BUSINESS GOT FOR ME?" IT BEGINS TO TELL ABOUT THE STORE, ITS PEOPLE, ITS PRODUCTS OR ITS SERVICE

merging one into the other. Regular routine correspondence is conducted on the Routine Letterhead. This type, illustrated here in figure 1 carries name and address only or business name and address. With the addition of the store insignia or other private or personal means of identification it merges toward the Sales Letterhead. Little is attempted or accomplished in sales making by the Routine Letterhead. Special type style or the colophon, which is used frequently in other advertising, identifies the store in the minds of people and has a supplementary and accumulative value in sales making.

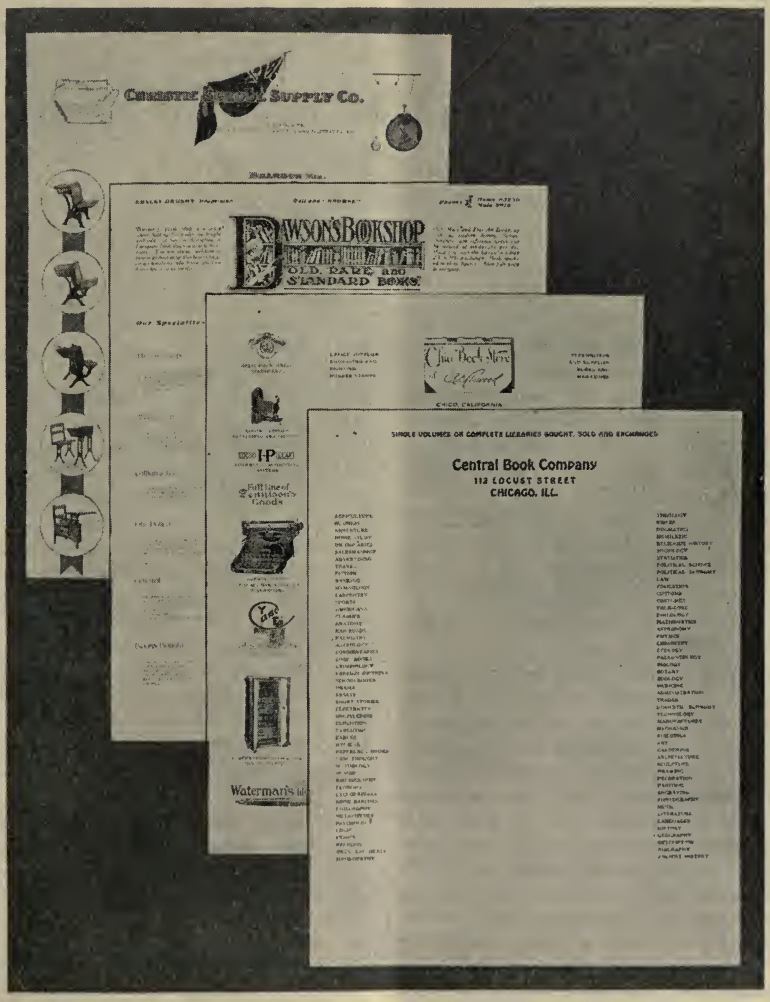
The Routine Letterhead demands especial care in planning and in printing, for it carries your personality and atmosphere to the recipient and by its dignity and charm makes reply and action on the part of the person addressed pleasurable and easy. The Routine Letterhead should tell the name, the address and the business. Balance and character are achieved only by careful thought and planning but deserve it.

The cost of preparing letterheads with care, and of reproducing them in modern attractive type is little more than is necessary for the manufacture "of any old letterhead." Hand lettering, an especially attractive design, or a spot of color in the letterhead cost but little in addition to the usual preparation but mean much in the dealer's approach to his trade thru his letter.

The Sales Letterhead is characterized by the fact that on it the attempt has been made to carry a genuine sales message. It is not left to what is said in the letter for sales making. Figures 2 and 3 show types of the Sales Letterhead. Products are visualized. Merchandise is listed. Auxiliary businesses are indicated. Other services are brought to the attention.

Booksellers can indicate types of literature carried or emphasized. They can list titles of books. They might frequently describe or otherwise promote the sale of a specific book or books. The department from which the letter comes might be in the heading, or, more personally put, the manager's name might be incorporated. Booksellers are after sales and all that can be done to get sales without sacrifice of balance and character should be attempted.

One of the many successful ways of securing sales thru the letterhead is the reproduction of evidences of satisfactory service—goodwill. Lists of well served patrons, either individuals or clubs, can be used with success Letterheads can be imprinted with words of commendation either of service or of books read. Pithy parts of good reviews can be reproduced. The bookseller who works out his letterhead in terms of sales will find that there are many ways of making the letterhead sales producing. He may think in terms of books, he may think in terms of seasons or he may think in terms of the



THE SALES LETTERHEAD AS AN ADVERTISING MEDIUM VISUALIZES THE PRODUCT OR DESCRIBES IT. PICTURES, LISTS, DEPARTMENTS, MANY THINGS MAY BE SHOWN WITH GOOD EFFECT AND WITH DIGNITY

Year Round Bookselling Campaign and find many ideas that can be adapted and represented with profit upon his letterhead. The letterhead is an advertising medium of importance. Its space is rated at no prohibitive price, and its circulation is thru the one class to whom your business caters—book customers. It is time that all booksellers give thought and care to their letterheads.

There can be no figures shown here that will indicate at what comparatively small additional cost advertising displays and sales messages may be made on letterheads. The costs of printing vary widely from locality to locality. But your printer can tell you with what little additional cost changes of "copy" down the side of your letterhead may be made. An assortment of imprinted messages can be reproduced at the bottom of your letterhead—and with very little extra cost when done in conjunction with regular printing of your stationery. But even if you have special "jobs" done for each sales letterhead you send out—the cost as an advertising proposition is small when you think of what advertising people call the "quality" of the circulation.

[Editorial note: The letterheads reproduced for this article are shown neither in criticism nor commendation but simply as samples of types in use by booksellers. By going over the whole trade carefully better samples might have been shown in all three types of letterheads. Sufficient for consideration are any that are in use. Often the poorer samples give greatest food for thought. This office is willing and prepared to offer suggestion and criticism of letterheads either privately or in these columns. We would welcome samples—especially those used in retailers' sales campaigns.]

How Maps and Atlases Are Made

By Alfred Sidney Johnson, Ph.D.
Map Department, Rand McNally & Co , Chicago, Ill.

PART II.

A UNIQUE method of surveying, which dispenses entirely with the necessity for field notes and eliminates the great labor of computation, consists in the use of the *plane-table*. This method has been developed chiefly in America, and is used especially for mapping the out-lines and prominent features of coastal lands and other water-fronts. Nature herself is the model from which the maps are drawn directly in the field. By reproduction of the drawings thus obtained, supplemented by such hydrographic or other details as may be desired, the publication of completely finished maps and charts is greatly hastened and facilitated.

The equipment of the surveying party comprises: (1) A *plane-table*, whose top, resting on a "movement" on a tripod, is adjustable to perfect level, and is revolvable horizontally so as to give any desired change of direction of lines of drawing; (2) an *alidade*—a telescope with movement only in a vertical arc, mounted in perfect alignment with the long, narrow, metal straight-edge on which its standard rests, and having in its eye-piece several cross-hairs whose distance apart, as observed, exactly subtends a certain height at a certain distance; (3) *stadia* or *telemeter* rods, on which are painted divisions of such size that the number of them observed between the cross-hairs of the telescope indicates with surprising accuracy the distance of the rod from the observer; (4) a drawing sheet called a *projection*, which is clamped to the table top, and on which meridians and parallels have been drawn to a certain scale, and the triangulation stations or other signals previously located have been plotted in their correct geographic positions; (5) a rule or measure marked with scale divisions, for taking off measured distances according to scale.

The plane-table is set up over the starting-point, its north and south in exact accord with the north and south of the corrected compass, and is carefully adjusted, or "oriented," so that the triangulation stations on the sheet are in precisely the same directions from one another as the actual signals over the real stations on the ground. The drawing then begins.

With straight-edge of the alidade in contact with point on sheet marking where the table is set up, a sight is taken on the stadia rod held upright at a point some distance away. If a line is then drawn along the straight-edge, this line will show the *direction* of the rod from the observer's station, and the position of the rod will be at some point along that line. The *distance* is ascertained by counting the divisions on the stadia rod as observed between the cross-hairs of the telescope. Let it be, say, 50 meters; and the scale of the map, 1 to 20,000. This dis-

tance of 50 meters, reduced 20,000 times, is taken directly off the scale with a pair of dividers, and is laid off by marking a point on the sheet along the line of direction as shown by the straight-edge. In a similar way, other points are successively observed as to direction and distance, and are marked on the sheet, the stadia man following the shore-line and stopping at every important bend. When the rod can no longer be read, or is hidden by a bend of the shore or by other intervening obstacles, the plane-table is moved, and set up over the position of the rod last observed. From this new station the work proceeds as before. The successive positions of the rod as the stadia man follows the winding of the shore are all carefully plotted; and when the points indicating these positions on the sheet are connected, the resulting outline drawing gives a reduced facsimile of the coast-line, accurate as to distance, direction, and contour. This is the elementary essential of plane-table work.

Hydrographic Work

Sometimes the surveys are carried inland, showing position of buildings, woods, roads, and other important features. Often these positions can be located and plotted in exactly the same way as along shore. Sometimes, however, the work is complicated by the necessity of running traverse lines when no signal is in sight, the orientation of the table being checked by such signal when one comes into view. Or it may be necessary, in difficult country, to erect a temporary signal in sight of the permanent signals and visible from where the work is to be done. In this case, the errors due to tentative guesswork in plotting the unknown station of the observer may have to be eliminated by working out what is known as the "three-point problem." The closing lines of the attempted orientation, instead of meeting at the point tentatively marked upon the sheet, may form a triangle around it. Two or three trials, however, usually suffice to locate the observer's station with great accuracy; and work is then carried on from this temporary signal point just as if it were a permanent triangulation station.

When supplemented with the results of a hydrographic survey off shore, the land map becomes a *chart*. In this work, the boat or launch is moved along courses systematically laid out. Many soundings with the lead are taken, to determine the depth of water. The position of each sounding is located by sighting with sextants upon the signals marking established triangulation points on land or off shore; and each point, with record of the depth, is plotted in exact relation to the shore-line and the triangulation stations and other conspicuous objects. In some cases, a *wire drag*, consisting of a wire which is stretched between two launches, sometimes as far as 4 to 5 miles apart, and which is suspended at any desired uniform depth from floats on the surface, is hauled along on an even front, to sweep over the survey area and detect the presence of dangerous reefs or prominences that may have escaped the sounding lead. All aids to navigation (lights, buoys, etc.) as well as the dangers, are also accurately plotted.

In this way the configuration of the submarine bed is faithfully depicted and the coast charted. The navigator, as he approaches shore, locates his position from lights, buoys, or other known points of observation, and is thus enabled to avoid the lurking dangers and bring his vessel safely into port.

To enable a reader to get from a map a true picture of the actual surface configuration of a region, to tell whether it is high or low, rugged or gently undulating, grassy, wooded, or rocky, sandy or marshy, etc., a variety of conventional graphic symbols are employed. In relief or physical maps, various colors, or shades of the same color, or both (usually brown for land and blue for water), indicate relative elevations and depressions, the darker shades showing the greater heights and depths, and the mountain peaks being left white above the snow-line. On the ordinary small-scale political maps most frequently seen in books, heights are represented by the well-known hachures or shade-lines indicating mountain systems, ranges of hills, or isolated peaks.

How Surface Configuration is Shown

On large-scale maps and charts, however, these hachures have largely given way to the far more useful *contour lines*, which not only pictures the surface configuration, but also indicate exact differences of elevation in terms of some definite linear unit, such as the foot, the meter, or the fathom. These contour lines, when plotted for areas off shore, become depth curves, consulted by the navigator, and, like the contour lines on land, of great value also for purposes of engineering construction.

A contour line on a map represents an imaginary, level line winding horizontally along the surface of sloping ground, and connecting all points having the same elevation above a selected plane, such as sea-level. It represents, in fact, what the shoreline would be if the water rose to the level indicated. The ultimate *datum level* to which all contours are referred is the plane of mean sea-level; but at convenient points thruout the country, permanent *bench-marks* are placed at carefully determined elevations to serve as

datum levels from which local surveys can be started.

Contour lines are drawn at some constant vertical interval—50 feet, for instance. The steeper the incline, therefore, the closer they lie together as projected on the map. The varied shading thus given to the uplands as the lines are drawn closer or farther apart, reveals a true picture of the actual configuration.

The foregoing is little more than a hint of the complex details of work involved in gathering the fundamental "raw material" on the basis of which geographic maps are drawn. The field maps, with all notes, records, sketches, photographs and other data, are sent to the office or department, and pass to the scrutiny of the cartographer. It is upon him that the final drawing of the map and filling-in of all desired details for publication devolves.

Present Status of National Topographic Work

This brings us really to the door of the publishing house, where we may well stop to breathe. Further progress would involve discussion of a multiplicity of complicated problems—among them that of projection, by which regions on the spheroidal curved surface of the earth can be represented on a flat surface without any very material sacrifice of accuracy as to shape or indicated area. It would embrace also the arts of the engraver, litographer and printer, including details of making the metal printing plates by photo-etching, wax-engraving, electrotyping, and other processes; of printing by direct impression or by offset; of color printing; of making patches in plates where, as is often the case, it is necessary to eliminate, to alter, or to make insertions; of compiling descriptive and statistical data; of keeping abreast of the political, territorial, industrial, commercial and even physical changes in a restless and rapidly changing world; and of other phases of geographical publishing none of whose intricate details are revealed in the apparently artless and simple finished product as seen on the printed page.

Almost all phases of progress in our national development are largely dependent on the possession of reliable topographic maps. At the present time, however, only a little over one-third of the area of continental United States (exclusive of Alaska) has been adequately mapped for general utility purposes. At the present rate of progress, covering about 1 per cent of the total area yearly, it would take about 60 years to complete the work. When it is finished, a basic horizontal and vertical control will have been established by permanently marking at least one accurately surveyed position and elevation at a distance not exceeding 50 miles from any point in the country. In January, 1922, a bill was introduced in Congress, authorizing the President to have the work completed within 20 years.

(*To be continued April 22*)

To Know Good Books from Bad

ASKED by a correspondent what books of literary criticism would help him to understand the chief mark of good literature, to detect what is good and what is bad and to cultivate himself to read with deep, critical insight, May Lamberton Becker recommended the following course:

"I know of no book that does more towards these results than a slender one, scarce more than pocket size, W. C. Brownell's 'Criticism' *Scribner*. It is divided into sections on field and function, equipment, criterion and method, and holds a course between old and new. Then I would read with care Joel Spingarn's 'Creative Criticism' *Holt*, a group of inspiring and provocative studies, including one on dramatic criticism; and the last chapter of Professor Gertrude Buck's 'Social Criticism of Literature' *Yale Press* on the function of the critic; all the book is good, but this part is especially pertinent. Then read Van Wyck Brooks's 'Letters and Leadership' *Huebsch*. Then get 'A Modern Book of Criticism,' a volume in *Boni & Liveright's Modern Library* edited by Ludwig Lewisohn, and see how these well-chosen examples of present-day criticism approach their subjects and deal with them. I think you will be set further on your way by some such proceeding as this than by the study of a conventional text-book. If, however, you wish to begin with the details of style and composition, and it may be well not to take too much for granted, read C. S. Baldwin's 'Composition: Oral and Written' *Longmans*, which is good to clarify judgment as expression."

Prize For a Slogan

THE Year Round Bookselling Plan Committee will award a prize of $25 for a new slogan chosen for fall and winter use. Send in your vote for the best slogan which has been used or your suggestion of a new one by April 25th. The slogan chosen will be announced at the American Booksellers' Association Convention in Washington, May 8th. If a successful slogan is submitted by more than one bookseller, award will be made to the first slogan sent in. Any bookseller may compete. This includes clerks as well as managers.

The Spirit of Spring in Books

VIEW OF MAIN AISLE OF MARSHALL FIELD AND COMPANY'S BOOK DEPARTMENT DURING THE NATURE EXHIBIT

AN unusual idea in the selling of outdoor books, of particular interest to the bookseller, was inaugurated this month at Marshall Field & Company by Mrs. Marcella Burns-Hahner, when the Book Section was converted into a garden exhibition representing the "Spirit of Spring in Books."

The entire department was changed into a very attractive and alluring garden with boxed flowers and hanging rose vines lining the aisles, while special booths were decorated with large color plates of gardens and country homes. The exhibition, which lasted two weeks, brought throngs of nature lovers and added zest to city dwellers who were planning their summer activities. Lectures by recognized authorities on the out-doors, supplemented the exhibition and proved very informing to the public which gathered to hear them.

In the garden exhibition Mrs. Hahner has shown the practical results that are to be obtained by displaying out-of-door books amid a natural setting of flowers and birds. The public, during the entire period of the exhibition, was delighted with the atmosphere of the book department, and the results from the point of view of sales were entirely satisfactory.

In the matter of arrangement, the main aisle held the center of the stage. The tables along the aisle and adjoining it were devoted to the display of books having to do with every form of out-door activity imaginable, including birds, agriculture, vegetable gardens, wild flowers and garden flowers, natural history, landscape gardening and porch furnishing, fishing, golf and sports, home building, trees and shrubs and dogs. In the center of each table boxed plants, tulips and hydrangeas formed the centerpiece about which the books were neatly arranged. Situated in their proper places and adding a very interesting touch were mounted birds representing many species of the middle west.

The posts along the aisle were surmounted with hanging rambler rose vines below which, in a convenient position, were hung glass cases showing bird life in the natural habitat. These

cases were loaned to the store by the N. W. Harris Public School Extension of the Field Museum of Chicago. The interesting phases of bird life shown in these cases, besides being educational, were a continual source of delight to the children.

Located in the center aisle also were the various booths representing garden and out-of-door magazines. The sides were hung with colorful paintings which were originally reproduced in the magazines. Subscriptions were taken by the young ladies in charge of the booths. The magazines represented were *Country Life, House Beautiful, House and Garden, Golfer, Garden Magazine, Chicago Golfer, American Golfer and Architecture.*

At the end of the aisle, in an alcove, lectures and various forms of entertainment were held. The first three days were devoted to practical talks on the arrangement of floral decorations about the house and lawn and were delivered by Leonard Barron, editor of *Garden Magazine.* The talks were illustrated by beautiful views of the gardens and lawns at Garden City, N. Y. Saturday afternoon following, Herbert Quick, author of "Vandemark's Folly," delivered an interesting talk on "Where Farming is All Gardening" in which he told of the achievements of the Japanese gardeners and farmers. After the talk Mr. Quick autographed his book for hundreds of his readers. Another interesting speaker was Dixie Carroll, the famous authority on fishing, who chatted informally with many who were interested in the ancient art of Izaak Walton. The second week of the exhibition was devoted entirely to birds and wild flowers, and special attractions were arranged of interest to boys and girls.

HERBERT QUICK, AUTHOR OF "VANDEMARK'S FOLLY," AUTOGRAPHING HIS BOOKS AT THE MARSHALL FIELD BOOK DEPARTMENT

The garden exhibition lasted from April 3-15, and has proved so successful that Mrs. Hahner intends to repeat it on an even more elaborate scale next year.

The Honorary Fellowship of Booksellers

THE ballots are just being put in the mail to the members of the American Booksellers' Association for the vote for five additional names for the Honorary Fellowship of American Bbooksellers established last year.

Under the conditions of the Fellowship, five names are to be added to the roll each year, unless the number be changed by vote of the Executive Committee, and the vote for these five shall be following on nominations which may be sent in by any member of the book-trade. The request for nominations asked for a brief account of the business career of the nominee and some comment on the outstanding characteristics of his or her bookselling knowledge and ability which had suggested the nomination.

Sixteen names were sent in this year, and the data and comments have been condensed into brief paragraphs to be included on the ballot. Those elected last year were Charles E. Butler, George W. Jacobs, William Harris Arnold, J. K. Gill and Joseph M. Jennings. It is obvious that no list of nominations which depends on the initiative of widely scattered people can fully or adequately represent all the names which might most appropriately be suggested for the honor. Many booksellers fail to send in nominations, thinking that the name which they have in mind is obviously one that someone else will think of, but, if everyone makes the same decision, that name is bound to be omitted. The list, however, of sixteen is one of undoubted distinction and will give the voters much pause before they will select those for whom they will vote.

In limiting the additions each year to five, the Association had in mind that there can be no possible stigma in being omitted in a list so gradually built up, and, as years go by, the Association will have the opportunity to honor all of those who have done credit to the pro-

fession by their knowledge of the industry. The names are not restricted to members of the Association, nor to any one type of bookselling, and it will be seen that the list this time includes such veterans in the general book store field as Alexander M. Robinson, C. C. Parker, Charles A. Burkhardt, Walter Lewis, William L. Wilson and Davis L. James; leaders in department store bookselling such as Marcella Burns-Hahner, Leonard H. Wells, or Fred E. Woodward; specialists in rare books such as James F. Drake, Charles E. Goodspeed or E. Byrne Hackett; a representative of the small bookshop field in George M. L. Brown; and younger men in the field of general bookselling such as Harry V. Korner, Louis A. Keating and Sidney Avery.

The ballots are to be returned to the Chairman of the Fellowship Committee, care of the PUBLISHERS' WEEKLY, 62 West 45th Street, New York, and the results of elections will be announced at the annual Convention in Washington in May. The parchments which are given to everyone elected will be filled in and presented at that time and will form a very honorable decoration for the office or home of any bookseller.

The list of nominations follows:

SIDNEY AVERY

For ten years manager of the Brentano store at Washington. Previously with W. B. Clarke Co., of Boston; Dodd, Mead & Co.'s, retail store; and Brentano's at New York.

Considered one of the best informed bookmen in the country and a store manager of unusual resourcefulness and ability.

GEORGE M. L. BROWN

Owner and manager of The Orientalia Bookshop, New York.

Author, editor, British soldier, organizer of the Spanish-American Book Co. before the war. Assistant at Sunwise Turn Bookshop in 1920. Organizer of a unique shop devoted exclusively to books on the Orient.

Has fine range of knowledge of books and people gained thru varied travel and selling experience and keen business instinct.

CHARLES A. BURKHARDT

Over 40 years buyer for the retail department of E. P. Dutton & Company, New York.

Was trustee of the old Booksellers' Provident Association; founder of the Booksellers' League of New York.

A competent bookseller, a high-minded citizen and one who has labored with marked ability and self-effacement for the profession which he has done so much to benefit.

MRS. MARCELLA BURNS HAHNER

Manager of the Marshall Field book department, Chicago.

Came to that position after bookselling experience at The Emporium, San Francisco; Browne's Bookstore, Chicago; and A. C. McClurg & Company. Has built up a great book business thru merchandising enthusiasm, organizing ability and exceptional initiative in trying new methods such as the Marshall Field Book Fair of 1920 and 1921.

JAMES F. DRAKE

Rare book dealer, New York City.

Entered the book business in 1882 with Dodd, Mead & Company, has been associated with George H. Richmond, also with J. W. Bonton. Established present business in 1905.

Represents the highest type of bookselling as to knowledge of books, business integrity and pleasing personality. Carries a notable stock of first editions, of association books and well discriminated fine books.

CHARLES E. GOODSPEED

of Goodspeed's Book Shop, Boston, one of the best known shops for rare books, and prints in the country.

Began his connection with books in New York and opened his well-known Park Street shop in 1898. Specializes in Americana, genealogy, autographs and prints and is known for scholarly knowledge in his field. Has issued book catalogs that have been models of accuracy and intelligence and published several important volumes in the bibliographical field.

E. BYRNE HACKETT

Organizer of the Brick Row Bookshops, of New Haven, New York, and Princeton.

With Doubleday, Page & Co. for six years from 1901, publication department of Baker and Taylor Co., 1907-09, first director of Yale University Press. Has developed with unusual bookselling enthusiasm a new type of book store for the college community and a new standard of literary knowledge for the rare book business.

DAVIS L. JAMES

Who has ably continued the business, founded by his father, U. P. James, in Cincinnati, one of the oldest and best-known stores in the Ohio Valley.

An honorable, lovable and scholarly gentleman who knows books, sells good books and is one of the most respected citizens of his native city.

LOUIS A. KEATING
Manager of the Womrath Book Store of Syracuse.
Entered bookselling in Philadelphia with the American Baptist Publication Society. For some years manager of the book department of Frederick Loeser, Brooklyn.
A bookseller of well-rounded training and high ideals and a constant worker for all organized progress in bookselling. Was first president of the Philadelphia Booksellers' Association and many times officer of the American Booksellers' Association.

HARRY V. KORNER
Head of Korner and Wood Co., of Cleveland.
A bookseller of continuous devotion to business, remarkably able judgment of the best in books and of unusual merchandising ability. The store is one of the most attractive in the country and has a reputation for backing up with enthusiasm its exceptionally accurate literary judgments. Has been active in the counsels of the A.B.A. for many years.

WALTER S. LEWIS
Manager of the Philadelphia Bookstore of the Presbyterian Board of Publication.
Ohio born, entered book business in Cleveland and went to Philadelphia in 1900 to be manager of the book department of Strawbridge & Clothier.
Was one of the earliest department store men to bring that group into the A.B.A. and has served in many offices. Active member of the Philadelphia Booksellers' League. A bookman of long experience, of highest ideals and unquenchable enthusiasm for the standards of the profession.

C. C. PARKER
of Los Angeles.
Has made his bookstore famous from one end of the country to the other by his remarkable knowledge of the literature of all fields and his fine instinct for interesting people in books. His store has always carried in stock a collection of books noted for its variety and completeness.

ALEXANDER M. ROBERTSON
of Robertson's Bookstore, San Francisco.
With a record of 50 years of bookselling. A business man of highest integrity and a bookman with a very definite sense of his responsibility to his clients and community. One of the early and most determined fighters of the cut-price evil. Prominent in San Francisco bookselling organizations.

LEONARD H. WELLS
Manager of the book department of the Powers Mercantile Co. of Minneapolis.
Began the development of that book department in 1895 and has built it to one of the best-rounded businesses of the Middle West. An authority on old and rare books whose yearly trips abroad have enriched his stocks and fanned his selling enthusiasm.

WILLIAM D. WILSON
Manager of the Lowman and Hanford book department, Seattle.
Organized the department 32 years ago and has devoted himself with exceptional ability to building up an outlet for more and better books, the best bookstore in the state. Progressive, quick with merchandising ideas and loved by his friends.

FRED E. WOODWARD
For nearly 40 years manager of the book department of the Woodward and Lothrop store in Washington.
A man of fine literary taste, continuously interested in cultivating the reading habits of a large clientele along the best lines. A good organizer of a well-ordered department and one of the deans of the American bookselling profession.

Illinois Convention, May 2nd-3rd

PRESIDENT C. W. Follett of the Illinois Booksellers' and Stationers' Association has been carrying on well-directed publicity to make the Convention at Decatur an exceptional success. The presence of Edgar Guest at the banquet on the evening of May 3rd will be a real attraction, and the speaking program has been planned to be practical and inspirational. A new bulletin says of one of the promised convention speeches:

"A quiet, unassuming chap in a live town of 20,000 in Illinois purchased the successful store of his employer. After the first week he more than tripled the sales each day. This did not just happen but was the result of thought, observation and planning. He will tell you how he did it at the Illinois Convention."

Women's Book Association

THE speakers for the next meeting of the Women's National Book Association, April 20th, will be Margaret Widdemer and Cosmo Hamilton. As usual a book will be presented and this time The Macmillan Company will present "The Scarlet Tanager" by J. Aubrey Tyson.

Provisions of the Senate Tariff Bill

Schedule 13—Pulp, Papers and Books

	Senate Bill	House Bill	Underwood Law
Chemical wood pulp, unbleached or bleached (p. c.)	5	Free	Free
Printing paper not specially provided for elsewhere (lb.)	¼c.+10%	¼c.+10%	12%
Paper board, wall board and pulp board, including cardboard (p. c.)	10	10	25
Leather board (p. c.)	10	10	Free
Sheathing paper (p. c.)	10	10	5
Sheathing felt (p. c.)	10	10	Free
Filter masse or stock, wholly or partly of woodpulp (lb.)	1½c.+25%	1½c.+15%	20%
Indurated fibre ware, pulp and papier mache manufactures (p. c.)	30	23	25
Tissue, Stereotype, copying and carbon paper (lb.)	5c+15% to 6c. lb.	5c.+15% to 6c. lb.	30%
Surface coated papers (lb.)	5c.	5c.	25%
Papers, coated surface, embossed or covered with metal (lb.)	5c.+20%	5c.+15%	25%
Papers, covered with metal leaf or fancy effect not lithographic (lb.)	4½c.+20%	4½c.+17%	35%
Decalcomania paper	Free	5c. lb.	Free
Cloth lined paper (lb.)	5c.+20%	5c.+17%	35%
Wax-coated papers (lb.)	3c.+25%	3c.+17%	35%
Bags, printed matter other than lithographic, box, &c. (lb.)	5c.+35%	5c. +20%	35%
Plain basic photographic paper (lb.)	3c.+20%	3c.+15%	15%
Sensitized paper (lb.)	3c.+25%	3c.+20%	25%
Wet transfer paper (%)	65	30	25
Pictures, calendars, cards, labels, cigar bands, &c., lithographically printed, music, periodical or newspaper illustrations, &c. (lb.)	30c—82½c.	20c.—55c.	15c.—40c.
Writing, letter, note, drawing, Japan, ledger, bond, record, tablet, typewriter and onion skin paper (lb.)	3c.+15%	3c.+15%	25%
Same ruled, printed, &c., shall pay in addition (%)	10	10	....
Bristol board (lb.)	3c.+15%	3c.+15%	25%
Paper envelopes shall pay same rate of duty as paper from which made, and in addition thereto:			
If plain (%)	5	5	15
If printed, &c. (%)	10	10	35
Jacquard designs on ruled paper (%)	35	23	25
Hanging paper, not printed	10	10	25
Hanging paper, printed (lb.)	3c.+20%	20%	25
Wrapping paper (%)	30	23	25%
Blotting paper (%)	30	2c. lb.+10%	25
Filtering paper	30%	5c. lb+15%	30%
Books of all kinds, bound or unbound: Bona fide foreign authorship (%)	15	20	15
All other (%)	25	20	15

	Senate Bill	House Bill	Underwood Law
Leather bound books, chief value of which is the binding (%)...	45	33 1/3	15
Booklets, decorated (lb.).....	15c.	15c.	10c.
Children's books (%).....	25	20	4c. lb.
Toy Books, without reading matter other than letters	70	40	35
Booklets, lithographically printed (lb.)	7c.	7c.	7c.
All postcards, not including American views (%).....	40	26	25
Views of any landscape, scene, building, place, or locality in United States:			
Thicker than 8/1000ths in. (lb.).	15c.+25%	15c. +20%	20c.
Thinner than 8/1000ths in. (per m.)	$2	$2	$2
Greeting cards, with text (%)....	45	30	25
Greetings cards, without text (%)	30	30	25
Photograph, autograph, scrap, postcards, postage stamp and phonograph record albums (%).	35	23	25
Playing cards (%).....	10c.pck.+20%	60	60
Papers, pulpboard and cardboard, cut die-cut or stamped into designs, initials, monograms, lace, borders, &c. Pressboards and press paper (%)	35	23	25
Stereotype matrix mat (%).....	35	28	25
Wall pockets (%).....	40	26	25
Papier mache boxes (%).....	40	26	25
Other manufactures of paper (%)	40	26	25

Free List

Bibles, bound and unbound.....	FREE	FREE	FREE
Books and engravings for the Library of Congress	FREE	FREE	FREE
Maps and publications issued by scientific bodies	FREE	FREE	FREE
Books, pamphlets, and music for the blind....	FREE	FREE	FREE
Books and libraries and furniture used by families abroad not less than year and not intended for sale.....	FREE	FREE	FREE
Manuscripts, not specifically provided for.....	FREE	FREE	FREE
Newspapers and periodicals.....	FREE	FREE	FREE
Books in foreign languages.....	FREE	FREE	FREE
Maps, music, engravings, photographs, etchings, lithgraphic prints bound or unbound, charts and unbound books which have been printed more than 20 years and all hydrographic charts	FREE	FREE	FREE
Books more than twenty years old except when rebound within twenty years.....	FREE	FREE	FREE
Any society or institution incorporated or established solely for religious, philosophical, educational, scientific or literary purposes or for the encouragment of the fine arts or any college, academy, school or seminary of learning in the United States or any state of public library, may import free of duty books, maps, music, engraving, photograph, etchings, lithographic print or chart for its own use or for the encouragement of the fine arts and not for sale, under such rules and regulations as the Secretary of the Treasury may prescribe.....	FREE	FREE	FREE

The following comparisons of the Senate Tariff Bill with the Fordney Bill, the Payne-Aldrich Tariff and the Underwood Law on some of the most important schedules are of interest:

	Senate Tariff Bill	Fordney Bill	Payne Aldrich	Underwood
Chemical wood pulp	5%	Free	1/6 to 1c. per lb.	Free
Mechanical wood pulp	Free	Free	1/12c. per lb.	Free
Standard newsprint	Free	Free	3/16c. to 3/10c. per lb.	Free
Printing paper not specifically provided for	¼c. per lb. and 10% ad valorem	5/10c. per lb. to 15%	5/10c. per lb. to 15%	12%
Paper board, wall board and pulp board	10% ad valorem	10% ad valorem	Not specifically provided for	Not specifically provided for
Tissue including stereotype, India and Bible	4c. per lb. and 15% to 6c. per lb. and 15%	5c. and 15% to 6c. and 15%	5c.	25%
Writing paper, etc.	3c. per lb. and 15%	3c. per lb. and 15%	3c. per lb. and 15%.	25%
Books of all kinds, bound or unbound not specifically provided for	25% ad valorem 15% if of foreign authorship otherwise 25% ad valorem	20% ad valorem	25%	15%

A New Slant to Fame's Literary Ladder

Modern Critics Readjust It to 1922 Standards

IN an attempt to acquaint the American reading public with the newer critical standards that have recently come into vogue, *Vanity Fair* in its April issue prints in tabular form the opinions of ten prominent critics regarding fame's position in the realm of life and letters. To obtain this information, the magazine submitted to each of the select ten a representative list of names that included every one in and out of the chronicles of history, from Aristotle to Jack Dempsey. Each critic was asked to grade the names according to his likes and dislikes, giving to each its absolute value in a scale ranging between plus 25 and minus 25.

While results in some instances were startling, a glance at the list of judges makes one wonder why they weren't even more so. For the critics are modern of the moderns: Heywood Broun of the *World*, Henry McBride, art critic of the *Sun*, the exclusive H. L. Mencken and George Jean Nathan of *Smart Set*, Burton Rascoe of the *Tribune*, Gilbert Seldes, editor of the *Dial*, Deems Taylor, musical critic of the *World*, Paul Rosenfeld, Edmund Wilson, Jr., and Willard Huntington Wright; yet their opinions in most cases are quite as obvious and conventional as those of any 18th century critic, which only goes to show that fame isn't as temporary and ephemeral as one sometimes is led to believe.

View, for example, the ratings of literary lions included on the list. Shakespeare leads with a count of 22.4 points and is followed by Gloethe, Anatole France, Nietzsche, Flaubert, Plato, Voltaire, Aristotle. It's only when one goes further in the list and sees that Ring Lardner is classed between John Stuart Mill and William James or somewhat above Victor Hugo, Hawthorne and Benjamin Franklin; that Tennyson ranks below Louis Untermeyer; that Eugene O'Neill outranks Edmond Rostand, and F. Scott Fitzgerald surmounts O. Henry, that one begins to question the validity of these ratings.

We print below the list of authors with their respective ratings. As an additional bit, it is interesting to see how the various critics react to different names: Sara Teasdale, for instance, evoked a 2 from Broun, 0 from McBride, 8 from Mencken, 5 from Nathan, —25 from Roscoe, —1 from Rosenfeld, 0 from Seldes, 2 from Taylor, 3 from Wilson and 0 from Wright, making her average —6. In contrast to her, the classic Sappho scored 25 from Nathan, 25 from Roscoe, 6 from Rosenfeld, 7 from Seldes, 23 from Taylor, 25 from Wilson and 7 from Wright, which brought her average up to 11.8. Heywood Broun, in his rating of authors, gives George Bernard Shaw first place with a score of 23 points, and Coningsby Dawson ranks lowest with —21. Broun, it seems, takes peculiar joy in putting zero marks after many of the

names, indicating that these subjects are of complete indifference to him or that lack of familiarity makes him incapable of forming an opinion.

Shakespeare	22.4	Bertrand Russell	5.6
Goethe	19.8	Robert Browning	5.5
Anatole France	19.1	Edith Wharton	5.5
Nietzsche	19.	George Jean Nathan	5.3
Flaubert	19.	Edna St. Vincent Millay	5.3
Plato	16.5	Huysmans	4.6
Voltaire	16.4	Ezra Pound	4.1
Aristotle	16.	Louis Untermeyer	4.
Walt Whitman	15.8	Benjamin Franklin	3.07
Homer	15.7	Frank Harris	3.6
Aeschylus	15.4	E. A. Robinson	3.5
Joseph Conrad	14.4	Marcus Aurelius	3.4
Henry James	13.3	Tolstoi	2.6
Ibsen	12.7	Edgar Lee Masters	2.6
Henry Fielding	12.4	Cicero	2.5
Shelley	12.3	Henri Barbusse	2.3
Sappho	11.8	Tennyson	2.
Sherwood Anderson	11.7	Wordsworth	1.9
Sophocles	11.6	John V. A. Weaver	1.9
James Joyce	11.5	H. Crowley	1.5
Henry Adams	10.7	Max Eastman	1.4
Dante	10.7	Scott Fitzgerald	1.
Oscar Wilde	10.5	Sinclair Lewis	.7
Charles Dickens	9.7	Floyd Dell	.7
George Moore	9.4	St. Augustine	0.
James Huneker	9.1	St. Paul	—.1
Yeats	9.	Sarah Teasdale	.6
Emerson	8.8	Stephen Leacock	—1.1
H. L. Mencken	8.5	Edmond Rostand	—1.4
Kant	8.3	Upton Sinclair	—1.8
Catullus	8.3	James Fenimore Cooper	—2.6
Theodore Dreiser	8.2	Hugh Walpole	—2.6
Rousseau	8.1	Woodrow Wilson	—2.9
Bernard Shaw	7.9	G. K. Chesterton	—3.3
H. G. Wells	7.8	Paul Elmer More	—3.5
Eugene O'Neill	7.8	O. Henry	—4.3
Erasmus	7.7	Walter Scott	—5.8
Doctor Johnson	7.6	Ruskin	—6.1
Walter Pater	7.4	James Whitcomb Riley	—8.4
Sigmund Freud	7.4	Tagore	—8.5
John Stewart Mill	7.1	Henry Cabot Lodge	—9.3
Ring Lardner	7.1	Theodore Roosevelt	—9.5
William James	7.	Elinor Glyn	—12.8
Victor Hugo	6.8	Blasco Ibáñez	—14.1
T. S. Eliot	6.4	Robert W. Chambers	—14.2
Virgil	6.	Henry Van Dyke	—14.8
Hawthorne	5.9	Frank Crane	—14.9
Dos Passos	5.8	Amy Lowell	—16.1
Kipling	5.8	Coningsby Dawson	—16.8
Petrarch	5.6		

Useful Window Display

A FINE window display to help along bookselling has been selected for Physical Culture Week and made ready to send to any bookseller who may apply. This week, the slogan for which is "To Build A Stronger Nation," has been started by the *Physical Culture Magazine*. The publicity makes no special reference to the magazine nor to its own particular books. The material for display should be ordered from the National Physical Culture Week Committee, 119 West 40th Street, New York. It consists of a broad streamer in three colors which reads,

"To Build a Stronger Nation Live Wire Folks Read—Physical Culture Books"

and here are two streamers to go down each side of the window. In New York, the committee has taken the big auditorium of the Town Hall for May 1st, where there will be important addresses on the subject.

Programs for Women's Clubs

A SPECIAL service to literary clubs in the development of their programs is to be a feature developed by the *Bookman*, and the first article on the subject is in the April number written by May Lamberton Becker, well-known for her contributions to the *Literary Review*. Commencing with the August number, the *Bookman*, plans to print a series of club programs, these programs to be supplemented by essays and bibliographies on the subjects involved. Various other magazines are expected to co-operate in publishing correlated articles.

The selection of the topics will be made by a board of advice now being formed, including representatives from many literary groups such as Mary Austin, Hamlin Garland, Carl Van Doren, Kenneth McGowan, Burton Rascoe, William Lyon Phelps, etc. There will also be facilities for answering questions. This development will be an important one for the book-trade and library world to keep in touch with, as it will provide a long needed service and bring demands for many books. The adoption of such a program in any city means that there will be many books called for by the different members of the club.

Well Edited English Authors

RICHARD CURLE, in an article in the March number of the *Bookman's Journal* lists a number of English authors who have been really well-edited. In the article, he says: "To gather together a library of the best editions, not necessarily the most expensive, but the best edited and the most complete, is a commendable aim and one which appeals to many a booklover. I shall keep strictly within the limits of my title and only mention certain writers who have been really well-edited. The best edition of an author may be bad, indeed, often is bad, and moreover plenty of authors have been collected in complete and expensive sets who have never been edited in any real sense." The list of editions, Mr. Curle gives as:

Skeat's *Chaucer* (7 volumes, Clarendon Press)
McKerrow's *Nashe* (5 volumes, Bullen).
Bullen's *Middleton* (8 volumes, Bullen)
Bullen's *Marlowe* (3 volumes, Bullen)
Bullen's *Marston* (3 volumes, Bullen)
Bullen's *Peel* (2 volumes, Bullen)
Boas' *Kyd* (1 volume, Clarendon Press)
Bond's *Lyly* (3 volumes, Clarendon)
Perrott's *Chapman*—plays alone (2 volumes Routledge)
Shakespeare, Cambridge (9 volumes, Macmillan)
Arden (36 volumes to date, Menthuen)
New edition from Cambridge Press (3 volumes to date)
Masson's *Milton* (3 volumes, Macmillan)
Wheatley's *Pepy's Diary* (10 volumes, Bell)
Kastner's *Drummond of Hawthornden* (2 volumes, Manchester University Press)
Scott's *Dryden,* reissued by Professor Saintsbury (18 volumes)
Temple Scott's *Swift* (12 volumes, Bell)
Elwin and Courthope's *Pope* (10 volumes, Murray)
Birkbeck Hill's *The Life and Tour to the Hebrides;* Johnson's Letters; Lives of the *Poets; Johnsonia* (13 volumes, Clarendon Press)
Bury's *Gibbon* (7 volumes, Menthuen)
Forman's *Shelley* (8 volumes, Reeves and Turner)
Forman's *Keats* (5 volumes, Reeves and Turner)
Norwell Smith's *Wordsworth* (3 volumes, Menthuen)
Dykes Campbell's *Coleridge* (1 volume, Macmillan)
E. H. Coleridge's *Coleridge* (2 volumes, Clarendon Press)
E. H. Coleridge and Prothero's *Byron* (13 volumes, Murray)
Sampson's *Blake* (1 volume, Clarendon Press)
Ainger's *Lamb* (10 volumes, Macmillan)
Macdonald's *Lamb* (12 volumes, Dent)
Lucas' *Lamb* (7 volumes, Menthuen)
Cook and Wedderburn's *Ruskin* (39 volumes, Allen)

Revival of Essay Reading

"A LONDON bookseller reports that there is a revival in essay books," says the *Book Post.* "His sales of such works have increased over one hundred and fifty per cent since 1918. He attributes the cause partly to the format of the essay volume. 'It looks appetising and is durable.' he says."

Bon Voyage Book Boxes

A WELL planned effort to get wider attention to the advantage of books as gifts at the time of steamer sailings is shown in an attractive circular issued by Brentano's. They are advertising boxes at five, ten, fifteen or twenty dollars to be delivered at any steamer, these boxes to be made up of an assortment of reading matter selected by them or by the purchaser and to include books or periodicals. The prices are based on the regular retail price of the books, no extra charge being made for packing or delivery. They are soliciting out-of-town orders on the same basis and include delivery to railroad depots and specified trains as well as to steamers. In connection with this campaign, they have trade-marked the phrase of "Bon Voyage" as applied to books and are linking up with this a paraphrase of the florists' slogan, "Say It With Books."

Another Cooperative Campaign

WHILE the book-trade has been busy, both in this country and in others, analyzing its efficiency as a distributing organization, other industries have been taking account of the times, and examination of the findings make their way into print. The piano industry has recently been making a cooperative study of conditions, and it is found that, while nearly 300,000 were manufactured in 1913, only 135,000 pianos and player pianos were sold in 1921. The manufacturers point out that this means that there is only 1 useable piano or player piano for every 90 of the population, while it has been estimated that there is an automobile for every 7 population. The Committee of the National Piano Manufacturers is working on a plan for advertising, and expects to use an initial fund of $250,000, if all the manufacturers can be interested in the project. They will make their objective double the present piano sales, which at that would only bring them back to 1913 conditions.

Books of the Month

Best Sellers Last Month

Compiled and arranged in the order of their popularity from exclusive reports of leading booksellers in every section of the country.

FICTION

If Winter Comes. By A. S. M. Hutchinson. *Little, Brown.*

The Head of the House of Coombe. By Frances Hodgson Burnett. *Stokes.*

The Sheik. By Edith M. Hull. *Small Maynard.*

Cytherea. By Joseph Hergesheimer. *Knopf.*

To the Last Man. By Zane Grey. *Harper.*

Brass. By Charles G. Norris. *Dutton.*

The Great Prince Shan. By E. Phillips Oppenheim. *Little, Brown.*

Her Father's Daughter. By Gene Stratton-Porter. *Doubleday.*

Maria Chapdelaine. By Louis Hémon. *Macmillan.*

Simon Called Peter. By Robert Keable. *Dutton.*

Vandemark's Folly. By Herbert Quick. *Bobbs-Merrill.*

The Beautiful and Damned. By F. Scott Fitzgerald. *Scribner.*

NON-FICTION

The Outline of History. By H. G. Wells. *Macmillan.*

The Story of Mankind. By Hendrik Van Loon. *Boni.*

Americanization of Edward Bok. By Edward Bok. *Scribner.*

Queen Victoria. By Lytton Strachey. *Harcourt.*

Mirrors of Washington. Anonymous. *Putnam.*

Diet and Health. By L. H. Peters. *Reilly.*

Outwitting Our Nerves. By Jackson and Salisbury. *Century.*

The Cruise of the Kawa. By Walter E. Traprock. *Putnam.*

Parody Outline of History. By Donald Ogden Stewart. *Doran.*

Mirrors of Downing Street. Anonymous. *Putnam.*

Mind in the Making. By James Harvey Robinson. *Harper.*

Woodrow Wilson As I Know Him. By Joseph Tumulty. *Doubleday.*

Senate Restores Mail Tubes

THE Senate adopted a committee amendment to the Post Office Appropriation Bill carrying funds for restoration of the New York pneumatic mail tubes and then passed the bill.

The Atlantic Bookshelf

THE notable new books which have been placed upon the *Atlantic Monthly's* Bookshelf and so are reviewed in the April number are:

Red Dusk and the Morrow. By Sir Paul Dukes. *Doubleday, Page.*

Marooned in Moscow. By Marguerite E. Harrison. *Doran.*

Lost Valley. By Katharine Fullerton Gerould. *Harper.*

A Revision of the Treaty: A Sequel to the Economic Consequences of the Peace. By John Maynard Keynes. *Harcourt.*

The Council of Seven. By J. C. Snaith. *Appleton.*

The Story of Mankind. By Hendrik Van Loon. *Boni.*

Civilization in the United States: An Inquiry by Thirty Americans. Edited by Harold E. Stearns. *Harcourt.*

What Next in Europe? By Frank A. Vanderlip. *Harcourt.*

Record of American Book Production March, 1922*

Classification	New Publications			By Origin			
					English and other Foreign Authors		
	New Books	New Editions	Pamphlets	American Authors	American Manufacture	Imported	Total
Philosophy	24	0	8	25	1	6	32
Religion	51	5	8	45	1	18	64
Sociology	27	2	17	41	2	3	46
Law	12	0	10	22	0	0	22
Education	11	2	4	13	0	4	17
Philology	5	4	1	3	4	3	10
Science	14	9	25	43	2	3	48
Technical	24	5	12	29	0	12	41
Medicine	17	9	3	22	0	7	29
Agriculture	1	3	3	7	0	0	7
Domestic Economy	3	0	1	4	0	0	4
Business	27	2	13	40	0	2	42
Fine Arts	14	1	3	11	1	6	18
Music	6	0	1	4	0	3	7
Games, Amusements	8	3	3	9	0	5	14
General Literature	28	3	7	26	7	5	38
Poetry, Drama	42	5	7	37	10	7	54
Fiction	71	32	0	71	29	3	103
Juvenile	17	3	6	20	2	4	26
History	33	3	9	34	3	8	45
Geography, Travel	24	1	4	23	0	6	29
Biography, Geneaology	37	3	3	37	1	5	43
General Works	4	0	3	6	0	1	7
Total	500	95	151	572	63	111	746

*In March, 1921, 465 new books, 68 new editions, 107 pamphlets, a total of 640, were recorded.

Best Sellers in France

THE London *Morning Post* recently printed some figures on best sellers in France which offer material for an interesting comparison with best sellers in America and England. The record as best seller long held by Emile Zola, says the article, has been enormously passed by Edmond Rostand. The figures given were:

"Cyrano de Bergerac" by Edmond Rostand, now in its 538th thousand.

"L'Aiglon" by Edmond Rostand, in its 406th thousand.

"Maria Chapdelaine" by Louis Hémon, has naw reached 349,000.

"Le Feu" by Henri Barbusse, 336,000.

"L'Enfer" by Henri Barbusse, 284th thosand.

"Lys Rouge" by Anatole France, 326,000.

"Les Désenchantées" by Pierre Loti, 332,000.

"Le Débâcle" by Emile Zola, 260,000.

"La Terre" by Emile Zola, 247,000.

"L'Assomoir" by Emile Zola, 194,000.

"Nana" by Emile Zola, 160,000.

"Les Oberle" by Louis Bazin, 276,000.

"La Terre qui Meurt" by Louis Bazin, 156,000.

"La Neige sur les Pas" by Henri Bordeaux, 166,000.

"La Peur de Vivre" by Henri Bordeaux, 152,000.

"L'Atlantide" by Pierre Benoit, 153,000.

"Les Croix de la Bois" by Roland Dorgelès, 150,000.

"Toi et Moi" by Paul Geraldy, 152,000.

"Batoula" by René Maran, 100,000.

Books in Demand at the Public Library

THE *Bookman* has for a number of years printed every month lists of the most popular books at the public library for the month, two months previous to the magazine's date. These lists, until the last issue, have been classified by districts of the country, western states, South Atlantic States, etc., and then the average made. In the April issue, these sectional notes have been eliminated, and only the favorites from the whole country given. Twelve books are now listed instead of six, and the list is more attractively presented. This list is an excellent supplement to the list of best sellers reprinted from *Book of the Month* which lists the best sellers in the month preceding its date of issue.

The April number of the *Bookman* shows that the following were the most popular books at the public libraries during the month of February:

FICTION

If Winter Comes. By A. S. M. Hutchinson. *Little, Brown.*

Helen of the Old House. By Harold Bell Wright. *Appleton.*

Her Father's Daughter. By Gene Stratton-Porter. *Doubleday.*

Main Street. By Sinclair Lewis. *Harcourt.*

The Pride of Palomar. By Peter B. Kyne. *Cosmopolitan.*

To the Last Man. By Zane Grey. *Harper.*

Brass. By Charles G. Norris. *Dutton.*

The Brimming Cup. By Dorothy Canfield. *Harcourt.*

Three Soldiers. By John Dos Passos. *Doran.*

The Girls. By Edna Ferber. *Doubleday.*

GENERAL BOOKS

The Outline of History. By H. G. Wells. *Macmillan.*

Queen Victoria. By Lytton Strachey. *Harcourt.*

The Mirrors of Washington. Anonymous. *Putnam.*

The Mirrors of Downing Street. Anonymous. *Putnam.*

The Americanization of Edward Bok. By Edward Bok. *Scribner.*

Margot Asquith: An Autobiography. By Margot Asquith. *Doran.*

Woodrow Wilson as I Know Him. By Joseph P. Tumulty. *Doubleday.*

Mystic Isles of the South Seas. By Frederick O'Brien. *Century.*

The Glass of Fashion. Anonymous. *Putnam.*

My Life Here and There. By Princess Cantacuzene. *Scribner.*

Not On the Stands

THE Centaur Book Shop, Philadelphia, recently sent out a card listing some periodicals to be found on the magazine table there, magazines not found on the average newsstand. This was the list:

Broom (monthly) Rome, Italy.
Chapbook (monthly) London.
Dial (monthly) New York.
Double Dealer (monthly) New Orleans.
Form (monthly) London.
Freeman (weekly) New York.
Jugend (semi-monthly) Munich.
Junge Kunst (monthly) Leipzig.
The Little Review (Quarterly) New York.
Living Arts (bi-monthly) N. Y.
London Mercury (monthly) London.
Midland (monthly) Iowa City.
Nation and Atheneum (weekly) London.
Outlook (weekly) (English)
Reviewer (monthly) Richmond.
La Vie Parisienne (weekly) Paris.
The Wave (monthly) Chicago.

An Uncorrected Galley

"FIND IT IN BOOKS"

By Edward Anthony

(*Adapted from a conversation overheard in the subway.*)

"You gotta hand it to him, Phil.
He kept on readin' books until
He got wised up on everything.
Y'oughta hear how he can sling
The dope—real dope about the war,
An' stuff about 'the open door,'
An' tariff info and the like.
He knows a lot, old burrowin' Ike."

"You said it, Al, old Ike is there.
Us dumbbells gotta take the air
When Ike starts reelin' off the facts
On history stuff like bills and acts;
(The on'y acts I know are those
A feller sees in vaudeville shows.)
And when he quotes the potes of fame,
I gotta hang my head for shame.
Ben Jonson (not Ban Johnson, pal),
Lord Byron (not the umpire, Al),
And Burns and Kelley (I mean Shelley),
He laps up like strawberry jelly.
And novels by this Dickens scout
He reads as fast as they come out.
There ain't a think Ike hasn't read.
It ain't no wonder he's ahead
Of you an' me on information.
We never had no education."

"You gotta give him credit, Phil.
He did it of his own free will.
We could 'a' done the same if we
Was willin', feller. Don't you see?"

"Somethin' in that. But, Pete, old kid,
I wouldn't pay the price he did.
Since he's been readin' he wears glasses.
I see him mornings when he passes,
And all the time they're on his face.
Id rather not be smart in case
I had to read and read till I
Became an eyeglass wearin' guy.
Specs are all right, but as for me
I wanna keep my eyesight. See?"

"Well, he ain't blind exactly, Phil.
He didn't pay so big a bill
For what he knows. And what he knows
Is worth a lot o' jack. Suppose
That you an' me was wise as he?—
It wouldn't be a bad idee!
We might be drawin' better wages.
To-night I'll read a dozen pages."

"Somethin' in that. That's how old Ike
Got there, but, honest, I don't like
No glasses; when you start to read
Your eyes are sure to go to seed."

"Maybe you're right. In fact, I think
You are. I'd rather be a gink
Without no dope on litrachoor
Than read until my eyesight's poor."

"That's what I'm sayin'. I don't care
For books, I want the open air."

"Me, too. When all is said and done
Readin' ain't such a lotta fun."

"Yep!—*tho* it makes a feller smart
If he remembers it by heart."

"Yeah, but let others break their necks
For learnin.' I *won't* wear no specs."

"That's what I say. Do you suppose
I'd stand for glasses on my nose?"

(*For proper effect, repeat whole pome eight or nine times.*"

—*New York Herald.*

SPEAKING OF OPERATIONS

It hardly means a moment's pain;
You will be glad that you have acted;
You won't be sensible nor sane
Until you have the thing extracted.

With teeth or adenoids there's doubt;
One may have tonsils and be healthy;
But till you get your novel out
You can't be well nor wise nor wealthy.

It may not be a novel yet,
But publishers have information
That there's at least a novelette
In all the younger generation.

—Keith Preston in the *Chicago Daily News.*

TO A LADY BOOKSELLER

A Lady with a soft-toned, friendly voice
Presides with easy, admirable grace
O'er the alluring quaintness of the place
And placidly assists me in my choice.
My loves are various as Nature's green
(Among them are a *grande dame*, eighty-five;
A youthful widow, very much alive;
A fascinating flapper, seventeen.)
To keep the love of each, I send a book,
And my selection must be apt and true;
So oft I ponder that the praise should go
Where it is most—if not entirely—due:
Due not to me, who waver as I look,
But—Lady at the Sunwise Turn—to you!

B. Hill.

in Christopher Morley's column in the New York *Evening Post.*

Current Clippings

GUSTAV FRENSSEN, the German novelist, is about to sail for New York to convey the thanks of Germany for American financial and good relief.

"THE HOME RADIO How to Make It and Use It" by A. Hyatt Verrill, the first book of its kind in the market, is already in its second large edition. Harpers announce that the first edition was exhausted on the publication day.

HAMILTON FYFE, author of "The Widow's Cruse," published by Thomes Seltzer, has been until recently one of the leading lights of the Northcliffe press. Mr. Fyfe has an established literary reputation in England and is the author of an excellent book on Mexico.

SIR GERALD DU MAURIER has left the cast of "Bull Dog Drummond" and has returned to England to take part in the production of Macdonald Hastings' dramatic version of "If Winter Comes." Cyril Maude has obtained the American rights of the play.

"YELLOW CLOVER," a volume of poems by Katharine Lee Bates, which Dutton will publish the first of April, is addressed to Katharine Coman. Miss Coman was for many years a professor in Wellesley College and author of such well-known books, as "Industrial History of the United States," and "Economic Beginnings of the Far West."

FOR THE first time in its history of nearly forty years, the Authors' Club gave a dinner recently in honor of a woman—Mrs. Dorothy Canfield Fisher, author of "The Squirrel Cage," "The Bent Twig," "The Brimming Cup" and other novels. Mrs. Fisher is the daughter of the late Dr. James Hulme Canfield, who was a member of the Authors' Club, and for years librarian of Columbia University.

HENDRIK VAN LOON, author of "The Story of Mankind," has not only completed a story of United States History, which is now running serially in many newspapers, but, according to an interview granted to the New York *World*, intends to write a story of the Bible for young people. Dr. Van Loon believes that seventy-five per-cent of our children do not attend any Sunday School and that at least eighty per cent of them never read the Bible and know little about it except the occasional hints they receive in the movies.

A BOX CONTAINING ten manuscripts of Dostoievsky has been discovered. The documents are to be published as soon as possible.

JOSEPH PENNELL in a lecture for the Authors' League Fund recently said:

"American magazines are the worst thing printed on the face of God's earth. They're a disgrace to civilization. A man from India told me that if they had such magazines there America would send missionaries to convert the heathen."

IT HAS been decided that all seniors at Harvard except those concentrating in mathematics and the natural sciences will be required to take general examinations in May. The man whose major work is in English literature must pass two three-hour written tests, one on English literature and the other on the Bible, the works of Shakespeare, and those of two selected classical authors.

THE CANADIAN MARKET has two translations of "Maria Chapdelaine," the French story of Quebec woods that has attracted such wide attention. The Macmillan translation is by W. H. Blake and issued by the Macmillan Company in London, Toronto and New York. The translation by Sir Andrew McPhail is published by A. T. Chapman, the well known bookseller of Montreal and also has the imprint of the Oxford University Press, Toronto and of John Lane, London. This volume is in paper covers and has besides the imprint of John Lane Company, New York, but Dodd, Mead & Company report that no arrangement for it was made. It is illustrated by M. A. Suzor-Cote.

JEAN CATEL, the French poet, who has done a great deal for American poetry in France, recently wrote concerning Robert Frost:

"Here at the University of Montpellier we are going to study Frost as a poet together with recognized writers such as Shakespeare, Milton, Thackeray, etc. . . . I hope Frost may know that we are a certain number of people here greatly interested in American poetry. You may have seen my personal appreciation of your contemporary literature in the *Mercure de France*, where I introduced Frost to the French public in the number of March 15th, 1920. . . ."

And the Sorbonne has announced that Robert Frost's works are now a requirement in the English Teachers' Course at the institution.

The Best Fifty Sea-Literature Books

The Nautical Magazine for March publishes the result of a competition organized to discover the best fifty sea-literature books. Many lists were sent in, and these lists showed varied ideas on what should be included, says the *Publishers' Circular* in reprinting the list. The list of fifty in order of cumulative choice was:

Cruise of the Cachelot. By F. T. Bullen.
The China Clippers. By Basil Lubbock.
The Brassbounder. By D. W. Bone.
Treasure Island. By R. L. Stevenson.
Two Years Before the Mast. By R. H. Dana.
The Colonial Clippers. By Basil Lubbock.
Westward Ho! By Charles Kingsley.
Round the Horn Before the Mast. By Basil Lubbock.
Sea Songs and Chanties. By W. B. Whall.
Typhoon. By Joseph Conrad.
Mr. Midshipman Easy. By Captain Marryat.
Nigger of the "Narcissus." By Joseph Conrad.
Merchant-men-at-Arms. D. W. Bone.
Log of a Sea Waif. By F. T. Bullen.
Wreck of the "Grosvenor." By W. Clark Russell.
Mutiny of the "Elsinore." By Jack London.
Captains Courageous. By Rudyard Kipling.
Mirror of the Sea. By Joseph Conrad.
Lord Jim. By Joseph Conrad.
The Seven Seas. By Rudyard Kipling.
Salt Water Ballads. By John Masefield.
Voyage of the "Sunbeam." By Lady Brassey.
Life of Nelson. By Southey.
Tom Cringle's Log. By M. Scott.
Grain Carriers. By E. Noble.
Clipper Ship Era. By A. H. Clark.
Sailing Ships and Their Story. By E. K. Chatterton.
Broken Stowage. By D. W. Bone.
Shadow Line. By Joseph Conrad.
Many Cargoes. By W. W. Jacobs.
A Tarpaulin Muster. By John Masefield.
Moby Dick. By Herman Melville.
Vanity Fair. By Thackeray.
Peter Simple. By Captain Marryat.
A Mainsail Haul. By John Masefield.
The Riddle of the Sands. By Erskine Childers.
Voyages of Captain Cook. 2 vols.
Men of the Merchant Service. By F. T. Bullen.
David Copperfield. By Charles Dickens.
My Life at Sea. By W. C. Crutchley.
Adam Bede. By George Eliot.
Naval Occasions. By Bartimeus.
Cruise of the "Falcon." By E. F. Knight.
Almayer's Folly. By Joseph Conrad.
Don Quixote. By Cervantes.
Robinson Crusoe. By Defoe.
My Vagabondage. By J. E. Patterson.
Les Miserables. By Victor Hugo.
Ten Thousand Leagues under the Sea. By Jules Verne.
Voyage of the "Beagle." By Darwin.

America and Britain as Book Markets

A LONDON correspondent of the *Scotsman* writes as follows of "America as a Market":

An American publisher now in London tells me that altho the number of native authors in the States with big reputations has increased enormously within the last ten years, it is still possible for British authors to create records. He named half-a-dozen authors whose sales in America exceed a hundred thousand copies a novel. Ethel M. Dell, he estimated, more than surpassed that number, E. M. Hull's "The Sheik," has gone into seventy reprints in twelve months, and Mr. Hutchinson's "If Winter Comes," has already sold 300,000 copies, and has probably exceeded the record of "Main Street," the book by the American author, Sinclair Lewis, that was claimed as last year's "best seller" in the States. In comparison the sales of American authors in Great Britain, tho considerable, are often insignificant, even in the case of such authors as Gene Stratton-Porter, Zane Grey, and Booth Tarkington, all of whom have large followings over here. America is becoming more and more the great book market of the English-speaking world, and of the nineteen "best sellers" in the States last year, seven were books of English authors. "Mirrors of Washington" and H. G. Wells's "Outline of History" were two of the most prominent in the field of general literature.

The sales of American authors in Great Britain, says the editor of *Publishers' Circular*, are not so insignificant as the writer seems to indicate. There are two factors to consider: The immensely greater population of the United States and their good habit of buying books and leaning less on the circulating library. This explains the best seller! American books here are often lost in a series, and sometimes fail to be discovered. In the case of Gene Stratton-Porter the sale of something like ten millions of her books in the United Kingdom and United States is a triumph of personality, and not of advertising, as her books have made their own way, because they have what many United States writers possess—freshness and charm, and are clean and wholesome—what every best seller is far from being. There are three quite remarkable American books in that section of Dent's *Wayfarers' Library* which have not been discovered as yet by the British reader. These are "The Root of Evil," by Thomas

Dixon; "Martha of the Mennonite Country," and "Those Fitzenbergers," both by Helen R. Martin. In Heinemann's list all the books of E. H. Abbott, such as "Molly Make-Believe," and "Love and Mrs. Kendrue," are charming, whimsical and humorous. There is an inherent force and freshness about much that we have had from the States which makes a very universal appeal.

About 50 years ago, Low's copyright series of American authors comprised titles by Bayard Taylor, Louisa Alcott, J. G. Holland, Oliver Wendell Holmes, and many others, and did a great and good work in introducing readers to these authors. Ward & Lock made a feature of American authors in their Lily series; so did David Douglas in his admirable little volumes, and Nelson, Hodder & Stoughton, and others add volume after volume to their various series. Mark Twain, Bret Harte and Artemus Ward found their own public, as writers of outstanding talent and individuality generally do.

The Bible and the Newspaper Man

OLIN W. KENNEDY, managing editor of the Miami (Fla.) *Herald*, addressing a Men's Bible Class stated that contrary to general opinion the Bible was the most thumbed book in a newspaper office. Rarely a day passes without reference being made to the Bible by men in every department of a newspaper, he said.

A Program for Religious Reading

AMONG the many special pamphlets that were planned in connection with Religious Book Week was a list published by the Judson Press and sent broadcast to churches and Sunday School workers. In connection with this list of books, the Judson Press emphasized the following program which it recommended the church to adopt in connection with reading:

1. Seek to create a reading conscience among church workers.
2. Let the leaders set a good example in this.
3. Have at least one sermon on reading in the church every year.
4. Observe a book day each year in the Sunday School.
5. Use books in connection with all teaching in the church school.
6. Provide a graded library for pupils and teachers and superintendents.
7. Advertise these books.

Books on Housekeeping

WHILE the book-trade has already given a great deal of special emphasis to books for the home during March, there has developed a second emphasis on this subject due to a campaign being conducted by *Good Housekeeping* magazine. From April 20th to 27th it is to carry large display advertisements in a hundred newspapers, emphasizing the general subject of good housekeeping. This is a plan that was first developed last year.

The advertisements will include educational copy on the general subjects of cooking, interior decorating, etc. Booksellers who carry magazines and others will find this an opportunity to display books in this field, as the large display advertising is likely to attract considerable attention.

When Authorities Disagree

AS the subject of book censorship is coming more prominently to the front, the fact that there is bound to be very radical disagreement among those who might be considered to have very common interest is bound to be emphasized. One of the travelers for Bobbs-Merrill Company was surprised to find that "Vandemark's Folly" had been taken off the open shelves of the Youngstown, Ohio, Public Library as not being regarded as a proper book for young people. As a contrast to this, among the comments quoted in the publisher's promotion of the book is one from Professor Raymond M. Alden, of Leland Stanford University, which says: "I have found 'Vandemark's Folly' captivating. The history of the prairie settlement is made more human than in anything I remember to have read; on this account I am calling the book to the attention of my colleagues in history, thinking they will wish to recommend it to their students. But I, of course, am more interested in the really fine interpretation of the boy hero. It is the only recent story on sex problems which I have wanted my own boy to read."

What Is Literature?

AT the final meeting of the Round Table Shop Talk in the galleries of the National Arts Club on Sunday, March 26, Alexander Black presided and suggested as the topic of the evening "What is Literature?" Among those present were: Gertrude Atherton, Edwina Stanton Babcock, Mary Austin, Mary Heaton Vorse, Dr. Richard Burton, Carl Van Doren, Gilbert Seldes and Charles Hanson Towne.

Obituary Notes

FREDERIC VILLIERS

Frederic Villiers, the famous war correspondent, died in London, April 5, after a long illness. He was born in London, April 23, 1852, educated in France, at Guines, Pas-de-Calais, later he studied art at the British Museum and at the South Kensington Schools. He was admitted as a student at the Royal Academy in 1871. He was the original of Dick Heldar, the tragic hero of Kipling's "The Light That Failed." As a war artist and correspondent he had observed twenty-one conflicts and won twelve English and foreign decorations. His early war experience began as an artist for the London *Graphic* which sent him to Serbia in 1876, and with the Russians to Turkey in 1877. He saw fighting in Afghanistan in 1878 and in Egypt in 1882. He saw the battle of Tel-el-Kebir at close range, and in 1898 was with Kitchener in Egypt when he overcame the Khalifa. He was with the Bulgars in their brief war with the Serbians in 1886, with the Japanese in their war against China in 1894, and with the Greeks when they tried to free Crete from Turkey in 1897. He was in South Africa during the Boer War in 1899, with the Japanese against the Russians in 1904, with the Spanish expeditionary force in Morocco in 1909, with the Italians in Tripoli in 1911, and went thru the two Balkan wars of 1912 and 1913. He saw all the battles of note in the World War, going thru the campaigns in France from 1914 to 1918.

Much of his most vital and spontaneous work is said to have been done for the London *Graphic* and the *Illustrated London News*. His books include: "Pictures of Many Wars," illustrated by himself, 1902; "Port Arthur," with original sketches, 1905; "Peaceful Personalities and Warriors Bold," illustrated by himself, 1907; "Villiers: His Five Decades of Adventure," 1921.

MRS. D. P. HALL

Mrs. Florence Marion Howe Hall, born August 25th, 1845, widow of David Prescott Hall and daughter of the late Julia Ward Howe, died April 10th at her home in High Bridge, N. J. She was President of the New Jersey Suffrage Association, noted as a lecturer, and was author of a number of books, chiefly on etiquette, as follows: "Social Customs," (1887); "The Correct Thing," (1888); "Flossey's Playday," (1906); "Social Usages at Washington," (1906); "Handbook of Hospitality in Town and Country," (1910); "The A. B. C. of Correct Speech." (1916); "Woman Suffrage Movement," (1913); "Story of the Battle Hymn of the Republic," (1916); "Good Form for All Occasions," (1914); "Memories Grave and Grey," (1918).

ALFRED VENN DICEY

Alfred Venn Dicey died at Oxford, England, April 7, at the age of 87. He has been Vinerian Professor of English law at Oxford University for twenty-seven years and was one of the greatest authorities on the British Constitution. His works include: "The Privy Council," 1860; "The Law of Domicil," 1879; "Law of the Constitution," 1885; "Treatise on the Conflict of Laws," 1896; "Lectures on the Relation between Law and Public Opinion in England during the 19th Century," 1905.

Personal

Vernon M. Schenck of the Pilgrim Press has just returned from a five weeks' trip in England.

Edward Vass, who represents Small Maynard & Co., recently met with an accident which will keep him inactive for several weeks. The accident, tho slight, seemed at first of a serious nature, but Mr. Vass now shows constant improvement. He is at present at home, at 885 Sterling Place, Brooklyn.

Jack W. Wood, formerly with the Holmes Book Company, is now with Powner's Bookstore, 542 South Spring Street, Los Angeles, Calif.

Business Notes

Chicago, Ill.—The Chicago Co-operative Book Stores Company has sold out its interest in the Radical Book Shop situated at 826 North Clark Street.

Oklahoma City, Okla.—Mrs. Venable who has been with the Parlette-Wigger Company for a number of years has resigned and is succeeded by William Doyle.

New York City—M. Gottschalk & Company have removed from 17 West 42nd Street to 47 East 44th Street. Their specialty is fine bound books and sets for the retail trade.

New York City—The Metropolitan Library, Inc., 41 West 39th Street, is a new concern engaged in importing French, Italian and Spanish books.

Seattle, Wash.—Frederick & Nelson are to extend their book business beyond the carrying of children's books, and Gertrude Andrus, the manager, is in the East visiting bookstores and studying methods.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

For complete index to new publications, use the Spring Announcement Number, March 11, 1922.

Alden, Raymond Macdonald
Shakespeare. 11+277 p. (10 p. bibl.) D (Master spirits of literature, c. N. Y., Duffield $2.50
A life of Shakespeare and a study of his works.

Ayres, Ruby Mildred
The phantom lover. 3+306 p. D [c. '21] N. Y., W. J. Watt $1.75
The second honeymoon. 7+261 p. front D [c. '21] N. Y., W. J. Watt $1.75
The uphill road. 2+304 p. D [c. '21] N. Y., W. J. Watt $1.75
The winds of the world. 3+299 p. front. D [c. '21] N. Y., W. J. Watt $1.75

Bailey, Albert Edward
The use of art in religious education; [with a picture list, 10 p.; and an introd. by Norman E. Richardson.] 163 p. fold. col. front. pls D (The Abingdon religious education texts; Community training school series) [c. '22] N .Y. and Cin., The Abingdon Press $1.25
Partial contents: Art as a handmaid to religion; The function of religious art; The language of art; Pictures and children; The hero in art; Art and the adolescent: the intellect and the emotions; The discovery and use of community resources. The author is professor of religious art and archaeology, Boston University.

Balzac, Honoré de
Balzac; five short stories; ed. by Arthur Tilley. [In French.] 27+170 p. D '21 N. Y., Macmillan $1.90
Contents: Le curé de Tours; Jésus-Christ en Flandre; Le chef-d'oeuvre inconnu; L'Augerge rouge; La messe de L'Athée.

Barber, Frederic Delos, and others
Science for beginners. 9+537 p. maps plans il. diagrs. D c. '21 N. Y., Holt $1.60

Barnett, Ada
The man on the other side. 277 p. D c. N. Y., Dodd, Mead $1.75
Th story of a woman's strange experience in endeavoring to realize her life's dream.

Beard, Charles Austin
The economic basis of politics. 99 p. D c. N. Y., Knopf $1.50
Four lectures delivered by the author at Amherst College in 1916 on the Clark Foundation.

Blanchard, Grace
The island cure. 186 p. front. D [c. '22] Bost., Lothrop, L. & S. $1.50
The story of the experiences of a young woman who visits the islands on the New England coast in search of health which she finds, together with romance.

Bogardus, Emory Stephen
A history of social thought. 510 p. D c. Los Angeles, Cal., University of Southern California Press, 3474 University Ave. $3.50
Partial contents: The social thought of ancient civilizations; Plato and Grecian social thought; Social thought in the Middle Ages; Marx and Socialistic social thought; Eugenic sociology; The trend of applied sociology; Methods of sociological investigation.

Botsford, George Willis
Hellenic history. 520 p. (bibl. footnotes) front. il. pls. maps (part col.) c. N. Y., Macmillan $4
A presentation of the evolution of Greek civilization.

Brett, Rev. Jesse
Glories of the love of Jesus; devotional studies. 6+125 p. front. D '22 N. Y., Longmans, Green $1.75

Bridge, John S. C.
A history of France from the death of Louis XI; v. 1, Reign of Charles VIII; Regency of Anne of Branjen, 1483-93; with a list of authorities, tabs., index and a sketch-map. 16+296 p. O '22 N. Y., Oxford University Press $7.20

Broadus, Edward Kemper
The laureateship; a study of the office of Poet laureate in England, with some account of the poets; with appendixes and index. 8+240 p. O '22 N. Y., Oxford University Press $5.65

American Bureau of Shipping
Rules for the construction and classification of wood ships. 41+394 p. tabs. diagrs. D '21 N. Y., American Bureau of Shipping, 66 Beaver St. $5

Ames, Daniel
Biblical myths. 39 p. D (Eckler large type ser.) [c. '22] N. Y., Peter Eckler Pub. Co., P. O. Box 1218, City Hall Station pap. 25 c.

Boston. Public Library
Collezione dei libri Italiani moderni che trovansi nella liberia pubblica della città de Boston; [comp. by Mary H. Robbins.] 108 p. O '22 Bost., Boston Public Library pap. apply

Brooks, Benjamin Talbott
The chemistry of the non-benzenoid hydrocarbons; [with 2,000 bibliographical references.] 612 p. O [c. '22] N. Y., The Chemical Catalog Co., inc. $7

Brown, Charles Reynolds
The honor of the church. 97 p. D [c. '22] Bost., The Pilgrim Press, 14 Beacon St. $1
The Church and its place in the world today.

Browne, A. R. J.
Medical electricity for students. 15+231 p. il. D (Oxford medical publications) '21 N. Y., Oxford University Press $4.25

Bundy, Walter E.
The psychic health of Jesus. 18+299 p. (11 p. bibl.) O c. N. Y., Macmillan $3
The author is professor of the English Bible, De Pauw University.

Burns, Cecil Delisle
Government and industry. 315 p. O '21 N. Y., Oxford University Press $5

Butler, Glentworth Reeve
The diagnostics of internal medicine; a clinical treatise upon the recognized principles of medical diagnosis, prepared for the use of students and practitioners of medicine; with four col. pls., and 322 il. and charts in the text; 4th rev. edition. 36+1380 p. il. (part col.) pls. (part col.) diagrs. O [c. '09-'22] N. Y., Appleton $10 [subs. only]

Buttenwieser, Moses
The book of Job. 19+370 p. D c. N. Y., Macmillan $4
A new work in which the author has re-ordered Chapters 16-37, which have, as he points out, been confusing.

Byers, Horace Greeley
An outline of qualitative analysis of inorganic substances, including the rare elements. 11+216 p. D '22 N. Y., Van Nostrand $2

Campbell, Dugald
In the heart of Bantuland; a record of twenty-nine years' pioneering in Central Africa among the Bantu peoples; with a description of their habits, customs, secret societies and languages; with many il. and a map. 313 p. front. (por.) pls. pors. col. fold. map O '22 Phil., Lippincott $5
Partial contents: The slave trade; Government and socialism; Cruel customs; Native enterprise and industry; Bantu literature; Fetishism and medicine; Arabs and Islam.

Campbell, Norman Robert
Modern electrical theory; supplementary chapters; chapter 15, Series spectra. 6+109 p. diagrs. O (Cambridge physical ser.) '21 N. Y., Macmillan $3.50

Cathell, Daniel Webster
Book on the physician himself from graduation to old age; this is the vastly improved Crowning edition. 359 p. front. (por.) O [c. '22] Balt., [The author], Emerson Hotel $3
Practical personal advice to physicians as to their daily life and professional ethics.

Chapman, John Jay
A glance toward Shakespeare. 115 p. S [c. '22] Bost., The Atlantic Monthly Press $1.25
The author's own discoveries and interpretation of the works of Shakespeare.

Chekhov, Anton Paviovich
The cook's wedding and other stories; from the Russian by Constance Garnett. 308 p. D c. N. Y., Macmillan $2
A collection of twenty-five short stories.

Cheyney, Edward Gheen
Scott Burton and the timber thieves. 275 p. front. D c. N. Y., Appleton $1.75
The story for boys of the adventures of a manly young government employee who is sent to the swamps and rivers of Florida to match his wits against a gang of unscrupulous timber thieves. The author is director of the school of forestry, University of Minnesota.

Christie, Mabel E.
Henry VI. 420 p. (4 p. bibl.) front. (por.) pls. facsms. fold. maps O (Kings and queens of England) '22 Bost., Houghton Mifflin $3.50
A critical biography.

Cobb, Ann
Kinfolks; Kentucky mountain rhymes. 10+82 p. D c. Bost., Houghton Mifflin bds. $1.50
Poems of the Cumberland mountaineers.

Cochran, Jean Carter
The bells of the blue pagoda; the strange enchantment of a Chinese doctor. 9+291 p. front. pls. D c. Phil., The Westminster Press $1.75
A story of Chinese missions and life in China.

Collins, Frederick Howard
Authors' and printers' dictionary; a guide for authors, editors, printers, correctors of the press, compositors and typists; with full list of abbreviations; an attempt to codify the best typographical practices of the present day; 5th ed., rev. 1921. 12+408 p. O '22 N. Y., Oxford University Press $1.60

Coolidge, Louis Arthur
Ulysses S. Grant; centenary ed.; with an introd. by Major-General James G. Harbord and with illustrations. 19+596 p. front. (por.) pls. pors. O '22 c. '17-'22 Bost., Houghton Mifflin $4

Cooper, James A.
Sheila of Big Wreck Cove; a story of Cape Cod; il. by R. Emmett Owen. 373 p. front pls. D [c. '22] N. Y., G. Sully & Co. $1.75
A romance in which one girl impersonates another.

Crane, Frank
Work and happiness. 19 p. D [c. '21] N. Y., The Man Message Corporation, 42nd St. and B'way pap. 25 c.

Curtiss, Mrs. Harriette Augusta, and Curtiss, Frank Homer
The message of Aquaria; the significance and mission of the Aquarian age. 487 p. O c. '21 San Francisco, Cal., The Curtiss Bk. Co., P. O. Box 556 $2.50
"Advanced instruction concerning the significance of the new Aquarian Age and its mission to war-weary humanity." This volume is not a sequel but follows the authors' "The Voice of Isis."

Davis, Muriel Orlidge
The story of England; il. ed., 1921; pt. 1, To the death of Elizabeth; pt. 2, From James I to the death of Queen Victoria. 24+234 p. il. maps O '22 N. Y., Oxford University Press ea. $1.15

Dawson, Coningsby William
The vanishing point; il. by James Montgomery Flagg. 350 p. front. pls. D c. N. Y., Cosmopolitan Bk. Corp., 119 W. 40th St. $2
The adventures of Philip Hindwood, an American, who knew nothing about women.

Dennison Manufacturing Company
The party book; a book giving suggestions for home parties and dances for St. Valentine's day, St. Patrick's day, patriotic occasions, after Easter week, April fool's day and May day; also ideas for booths and parades. 36 p. il. (part col.) D [c. '22] N. Y., Dennison Mfg. Co., 5th Ave. and 26th St. pap. 10 c.

De Ricci, Seymour
The book collector's guide; a practical handbook of British and American bibliography. 18+649 p. (3½ p. bibl.) O c. '21 N. Y., The Rosenbach Co., 273 Madison Ave. $10; on special paper $40
A descriptive guide to rare books.

Dodd, Lee Wilson
Lilia Chenoworth. 289 p. D [c. '22] N. Y., Dutton $2
A story of contemporary life in Europe and America.

Driggs, Howard Roscoe
Live language lessons; teachers' manual. 13+348 p. il. facsms. D c. '21 Lincoln, Neb., The University Pub. Co., 1128 Q St. $1
"Definite helps for teachers who would vitalize the language work of their schools. The author points the natural and progressive way to train pupils to express themselves in choice living language." Introd.

Dunn, Joseph Allan Elphinstone
Rimrock trail; il. by Modest Stein. 397 p. front. pls. D [c. '21] Indianapolis, Ind., Bobbs-Merrill $1.75
A story of the Arizona ranch lands.

Durkin, Douglas Leader
The lobstick trail; front. by Charles L. Wrenn. 334 p. D c. Chic., McClurg $1.75
A story of the Canadian north which has to do with the regeneration of an Eastern ne'er-do-well.

Edmundson, George
History of Holland. 12+464 p. (11¼ p. bibl.) fold. map O (Cambridge historical ser.) '22 N. Y., Macmillan $7.50
From the reign of Philip the Hardy in 1361 to Queen Wilhelmina.

Edwards, Gus Callaway
Legal laughs; a joke for every jury. 416 p. O [c. '21] Detroit, Mich., American Legal News, First National Bank Bldg. $3

Eggers, Otto R.
Sketches of early American architecture; with a series of descriptive monographs by William H. Crocker; [reprinted from the American architect.] 19 p. [in portfolio] 56 pls. F '22 N. Y., The American Architect, 243 W. 39th St. $6

Ellerker, Marie St. S.
God's wonder book; with preface by Very Rev. Vincent McNabb. 151 p. D (Corpus Christi books) '21 N. Y., P. J. Kenedy bds. $1.50
A book to help boys and girls become acquainted with the Missal.

Epstein, Abraham
Facing old age; a study of old age dependency in the United States and old age pensions. 16+352 p. tabs. O c. N. Y., Knopf $3.50
Partial contents: After sixty—what?; The industrial scrap-heap; The chasm between the cost of living and wages; Socio-economic and moral causes; Old age benefits of fraternal and trade union organization; The pension movement in the United States; Pension systems of foreign countries and various states.

Evans, Robert Frank
Notes on land and sea; 1850. 140 p. O [c. '22] N. Y., Badger $3
The journal of Dr. Evans of Shelbyville, Tennessee, written while on the way to California in search of health and gold in 1850.

Fabre, Jean Henri Casimir
More beetles; tr. by Alexander Teixeira de Mattos. 321 p. D c. N. Y., Dodd, Mead $2.50

Fassett, Charles Marvin
Assets of the ideal city; [foreword by Harold S. Buttenheim.] 15+177 p. D [c. '22] N. Y., Crowell $1.50
A discussion of the essentials of a well-governed modern city and its street, fire and police departments.

Handbook of municipal government. 8+192 p. (9¼ p. bibl.) D [c. '22] N. Y., Crowell $1.50
Partial contents: Origin of cities; Forms of government; Municipal charters and home rule; Administration; Obligations of citizenship.

Fish, Carl Russell
Introduction to the study of United States history. 75 p. O [c. '21] Madison, Wis., University of Wisconsin; Correspondence-study Dept., Univ. Extension Div. 60 c.

Fite, William Benjamin
College algebra; [with answers] revised. 5+320 p. diagrs. D [c. '21] Bost., D. C. Heath $1.96

Fletcher, George, ed.
Munster. 175 p. il. pls. col. maps. (part fold.) D (The Provinces of Ireland) '21 N. Y., Macmillan $2.25
Ulster. 186 p. pls. il. col. maps (part fold.) D (The Provinces of Ireland) '21 N. Y., Macmillan $2.25
A new series of handbooks on the physical features of Ireland and the economic and social activities of its people.

Deffenbaugh, Walter Sylvanus
Salaries of administrative officers and their assistants in school systems of cities of 25,000 inhabitants or more. 38 p. O (U. S. Dept. of the Interior; Education bureau; Bull. 30, 1921) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Dublin, Louis Israel, and Clark, Mary Augusta
Program for statistics of venereal diseases [with bibliography]; reprint 718 20 p. O U. S. Treasury Dept.; Public health service; from Public health reports, Dec. 16, 1921) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c

Fletcher, Joseph Smith
The Raynor-Slade amalgamation. 303 p. D c. N. Y., Knopf $2
The mystery story of a triple murder.

Forbes, F. A.
Saint Benedict. 121 p. front. (por.) pls. D (Standard-bearers of the faith; a ser. of lives of the saints for young and old) '21 N. Y., P. J. Kenedy $1

Ford, Guy Stanton
Stein and the era of reform in Prussia; 1807-1815. 7+336 p. O c. Princeton, N. J., Princeton University Press $3
"The biography of the man who believed in a non-Prussian and a super-Prussian Germany based on self government and a limited monarchy."

Forster, Edward Morgan
The longest journey. 327 p. D c. N. Y., Knopf $2.50
A novel which is a study of the influence of an insincere woman on a capable man, and of his spiritual impoverishment and final regeneration.

Fowler, Harry Alfred, ed.
The bookplate annual for 1922; [containing The chiaroscuro bookplates of Allan Lewis by Gardner Teall and Sturge Moore's bookplates by Alexander J. Finberg.] 54 p. front. pls. (part col.) F c. Kansas City, Mo., Alfred Fowler, 17 Board of Trade Bldg. bds. $5
Partial contents. The seventh annual exhibition of contemporary bookplates; Notes on bookplates; A bookplate exchange list.

Galsworthy, John
The Forsyte saga. 9+870 p. D '22 c. '18-'22 N. Y., Scribner $2.50
This volume comprises three of the author's novels: "The man of property," "In Chancery" and "To let," and two stories, "The Indian summer of a Forsyte" and "Awakening."

Gordy, Wilbur Fisk
History of the United States; il. in black and white and col. from photographs, maps, and paintings of historic importance. 14+600 p. D [c. '22] N. Y., Scribner $1.60
Designed for school and Americanization work.

Greaves, Joseph Eames
Agricultural bacteriology. 437 p. il. pls. O [c. '22] Phil., Lea & Febiger $4

Grey, Katherine
A little leaven. 304 p. D c. Phil., Lippincott $2
A story of a Kentucky mountain girl.

Grimm, Albert Friedrich Wilhelm [Von Alfred Ira, pseud.]
Dodai, ein trostbuchlein fur kranke und gesunde. Vornehmlich aber fur kranke, damit sie ihre gedanken vom irdischen ab- und himmlischen zuwenden. 3+92 p. Tt [c. '21] Antigo, Wis., Antigo Pub. Co. 50 c.

Gwynn-Vaughan, Dame Helen Charlotte Isabella [formerly H. C. I. Fraser]
Fungi; ascomycetes, ustilaginales, uredinales. 11+232 p. (½ p. bibl. and bibl. footnotes) front. il. diagrs. Q (Cambridge botanical handbooks) '22 N. Y., Macmillan $12

Hahn, Henry H.
Projects in observation and practice teaching for high schools, normal schools and teachers' colleges. 147 p. (1¼ p. bibl.) O [c. '21] Lincoln, Neb., The University Pub. Co., 1218 Q St. pap. 96 c.
Partial contents: Physical factors affecting school work; Teacher activities; The teaching of elementary school subjects, i.e. reading, arithmetic, composition and grammar, geography and history.

Hale, George Ellery
The new heavens. 15+88 p. front. pls. D '22 c. '20-'22 N. Y., Scribner bds. $1.50
A summary of the latest achievements in astronomy. The author is director of the Mount Wilson Observatory of the Carnegie Institution of Washington.

Hall, William Shaffer
Elements of the differential and integral calculus; with applications; 2nd ed., revised; [with chapters 1, 4 and 5 entirely rewritten.] 13+250 p. diagrs. O '22 N. Y., Van Nostrand $2.75

Hase, Georg von
Kiel and Jutland; tr. [from the German] by Arthur Chambers and F. A. Holt. 233 p. front. pls. O '22 N. Y., Dutton $6
The story of the meeting of the German fleet with the British naval forces, told thru a diary of a German naval officer.

Hervey, Arthur
Saint-Saëns. 9+159 p. (2½ p. bibl.) front. (por.) D '22 N. Y., Dodd, Mead $2
An account of the composer's life and an examination of his compositions, as well as a chapter on his literary works and his opinions on music and musicians.

How to entertain; 10 v.; [parties for children and adults for all occasions, including bazaars, bridal showers, and novelties for school and home.] various pagings S [c. '21] N. Y., Little Leather Library Corp., 354—4th Ave. pap. $3

Gauvin, Marshall J.
The Jew; is he a menace to civilization? 30 p. O (Eckler large type ser.) [c. '22] N. Y., Peter Eckler Pub. Co., P. O. Box 1218, City Hall Station pap. 20 c.

Gleim, Sophia Christena
The visiting teacher. 23 p. (4 p. bibl.) O (U. S. Dept. of the Interior; Bureau of education; bull. 10, 1921) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Hayes, Alfred E.
A simple key to English phonoscript for use with the phonoscript reading chart. 4 p. O [c. '21] N. Y., Putnam apply

Hind, Arthur Mayger
The graphic arts, new and old; an inaugural lecture delivered before the University of Oxford on 18th November, 1921. 20 p. O '22 N. Y., Oxford University Press pap. 70 c.

Humphreys, Frederick
Humphreys' homeopathic mentor; or, Family adviser in the use of Humphreys' homeopathic remedies; rev. and enl. edition. 23+494 p. front. (por.) D [c. '22] N. Y., Humphreys' Homeopathic Medicine Co., 156 William St. 75 c.

Hunt, Frazier
The rising temper of the East; sounding the human note in the world-wide cry for land and liberty. 245 p. front. (por.) D [c. '22] Indianapolis, Ind., Bobbs-Merrill $2.50
Partial contents: Gandhi and his India; The new religious nationalism of the East; Struggling Korea; Ivan, the Jap killer; Our restless brothers below the Rio Grande.

Hyamson, Albert Montefiore
A dictionary of English phrases; phraseological allusions, catchwords, stereotyped modes of speech and metaphors, nicknames, sobriquets, derivations from personal names, etc.; with explanations and thousands of exact references to their sources or early usage. 16+364 p. O '22 N. Y., Dutton $5
"A book about terms and phrases that have been incorporated into the English language, especially such as owe their existence to some sudden linguistic emergency due to crisis of events or to discovery and invention." There are about 14,000 entries.

Jackson, Sir Thomas Graham
The renaissance of Roman architecture; pt. 1, Italy. 6+200 p. col. front. pls. il. plans tabs. O '22 Chic., University of Chicago Press $10.50
A study of Architecture in Italy, in which the author discusses the attempted revival of Roman architecture of the 15th and 16th centuries. This volume continues the account begun in "Byzantine and Romanesque architecture" and "Gothic architecture."

Jewell, Edward Alden
The white kami, a novel. 326 p. D c. N. Y., Knopf $2.50
A love story of the South Seas.

Johnston, Sir Harry Hamilton
The Veneerings; a novel. 9+437 p. D c. N. Y., Macmillan $2
Further revelations of the lives of Hamilton Veneering and his children, who first lived in the pages of Dickens' "Our Mutual Friend."

Lawrence, David Herbert
Aaron's rod. 347 p. D c. N. Y., Seltzer $2
This book deals with the relations of man and wife, and of the struggle between the sexes of today.

Livingston, Richard Winn, ed.
The legacy of Greece; essays by Gilbert Murray, W. R. Inge, J. Burnet, Sir T. L. Heath, D'Arcy W. Thompson, Charles Singer, R. W. Livingston, Arnold Toynbee, A. E. Zimmern, Percy Gardner, Sir Reginald Blomfield. 12+424 p. il. O '22 N. Y., Oxford University Press $3.25

Lynch, Bohum
Max Beerbohm in perspective. 185 p. il. (part col.) O '22 N. Y., Knopf $3.50

Macalister, Robert Alexander Stewart
A text-book of European archaeology; v. 1, The Palaeolithic period. 14+610 p. pls. il. diagrs. Q '21 N. Y., Macmillan $16.50
This work is based upon a series of lectures given at University College, Dublin, from year to year.

McCarthy, John Daly
Health and efficiency; [for junior and senior high schools.] 8+262 p. front. il. pors. tabs. (part fold.) diagrs. D c. '21 N. Y., Holt $1.32

McCloskey, George V. A.
Th flight of Guinevere, and other poems. 7+62 p. D c. '21 N. Y., Authors and Publishers Corp., 440—4th Ave. $1.50

MacMahan, Percy Alexander
New mathematical pastimes. 116 p. (1¼ p. bibl.) diagrs. O '21 N. Y., Macmillan $4
Mathematical puzzles.

McQueen, Alexander
How to name baby without handicapping it for life; a practical guide for parents and others interested in better naming. 30 p. D c. Cin., McQueen Publishing Co., Box 724 pap. 50 c.

Manual for novices; compiled from the Disciplina Claustralis of the Ven. Father John of Jesus and Mary and other sources; tr. from the Latin. 190 p. D '22 N. Y., Benziger Bros. $2

March, Norah Helena
Sex knowledge. 104 p. D [c. '22] N. Y., Dutton $1.25
Partial contents: The growth of the mind in regard to sex; On birth control; On sex education; The ethics of sex.

Mayers, Lewis
The federal service; a study of the system of personnel administration of the United States government. 16+607 p. tabs. O (Studies in administration; The Institute for government research) c. N. Y., Appleton $5
A survey of the existing conditions of the Federal personnel system, together with the duties and compensation and the lines of advancement, etc., of each department.

Irwin, M E. F.
The happy man; a sketch for acting. 30 p. O '22 N. Y., Oxford University Press pap. 25 c.

Johnson, James McIntosh, and Hooper, Charles Warren
Antineuritic vitamine in skim milk powder; [reprint no. 689 from the Public health reports, v. 36, no. 34, August 26, 1921] 8 p. tabs. diagrs. O Wash., D. C., Gov. Pr. Off., Supt. of Doc. apply

Johnson, Thomas Lynn
The early years of the Saturday club; [priv. pr. for the Rowfant club.] 69 p. front. (por.) D (Rofantia, an occasional pub. of the Rowfant club, no. 9, Nov., 1921) '21 Cleveland, O., Arthur H. Clark, Caxton Bldg. $4

Kennedy, Thomas H.
The siege of Sisco; or, The battle of the pots. [verse] 5+131 p. il. S [c. '22] San Francisco, Cal., [Author] 75 c.

Lincoln (The) School of Teachers College
Some uses of school assemblies. 4+69 p. D '22 N. Y., The Lincoln School of Teachers College, 425 W. 123rd St. pap. apply

Levett, Myra
The children of Spinalunga; a pageant play in two acts. 32 p. O '22 N. Y., Oxford University Press pap. 25 c.

McEvoy, Cuthbert
The prophet Amos, arranged in ten lessons for use in schools; with five maps, and a chronological chart. 32 p. O '22 N. Y., Oxford University Press pap. $1.15

Merwin, Samuel
Goldie Green. 341 p. front. D [c. '22] Indianapolis, Ind., Bobbs-Merrill $2
A story of a modern girl.

Minney, R. J.
Maki. 279 p. D '21 N. Y., John Lane $1.75
A romance of a Hindoo girl.

Morrison, Alfred James, ed.
Travels in Virginia in revolutionary times; 1769-1802. 138 p. il. D c. '22 Lynchburg, Va., J. P. Bell Co., 816 Main St. $1.50

Mulford, Clarence Edward
Tex; how Tex Ewlat, two-gun man, philosopher, poet, and one-time companion of Hopalong Cassidy, turned a whole community upside down, and dealt retributive justice to several of Windsor's leading citizens, for the sake of a girl he loved. 323 p. front. D c. Chic., McClurg $1.90

Mutch, William James
Graded Bible stories; bk. 1: Grades 1 and 2, with an introd. by M. V. O'Shea; bk. 2: Grades 3 and 4, with an introd. by Henry F. Cope, D.D. 21+161; 22+177 p. fronts. pors. D [c '22] N. Y., Doran ea. $1.25

National Industrial Conference Board
Changes in the cost of living, July, 1914-November, 1921. 8+30 p. tabs. diagr. O (Research report, no. 44) [c. '22] N. Y., Century Co. 75 c.
The unemployment problem. 7+91 p. (bibl. footnotes) diagrs. O (Research report, no. 43) [c. '22] N. Y., Century Co. $1
Wages and hours in American industry; July, 1914-July, 1921. 8+202 p. tabs. (part fold.) diagrs. O (Research report, no. 45) [c. '22] N. Y., Century Co. $2

Neville, Eric H.
Multilinear functions of direction and their uses in differential geometry. 79 p. O '21 N. Y., Macmillan $2.90

O'Leary, De Lacy, D.D.
Arabic thought and its place in history. 7+320 p. O '22 N. Y., Dutton $5
Partial contents: The Syriac version of Hellenism; The coming of the 'Abbasids; The Eastern philosophers; The Western philosophy; Influence of the Arabic philosophers on Latin scholasticism.

Olmstead, Florence
Madame Valcour's lodger. 261 p. D c. N. Y., Scribner $1.75
A humorous novel in which a handsome, practical French lady found that circumstances got beyond her when she took in a lodger in the attic and employed Georgiana as her assistant French teacher.

Pagé, Victor Wilfred
The modern gas tractor, construction, utility, operation and repair; a practical treatise covering every branch of up-to-date gas tractor engineering, driving and maintenance in a non-technical manner. Considers fully all types of power plants and their components, methods of drive and speed changing mechanism. Describes design, construction, and operation of latest tractors, and their parts, their installation and adjustment, as well as practical application of tractors in the field; 4th ed., rev. and enlarged; over 300 il. and 3 fold. plates. 33+590 p. front. il. pls. D c. '21 N. Y., Henley $3

Parker, Samuel Chester
Exercises for Methods of teaching in high schools; a problem-solving method in a social science; rev. edition. 10+261 p. front. il. charts D [c. '18-'22] Bost., Ginn $1.28

Peabody, Josephine Preston [Mrs. Lionel Simeon Marks]
Portraits of Mrs. W.; a play in three acts with an epilogue. 150 p. front. (por.) D c. Bost., Houghton Mifflin bds. $1.75
Woven about the personality and career of Mary Wollstoncraft.

Penson, Sir Thomas Henry
The economics of everyday life; a first book of economic study; pt. 2. 10+111 p. tabs. diagrs. D '21 N. Y., Macmillan $1.50
Partial contents: Wants and their classification; The measurements of wants; Economic aspects of spending; Saving and spending; The income of the state; Trade unions; The co-operative store.

Pertwee, Ernest Guy, comp.
Twentieth-century reciter's treasury; being a collection of poems by new, recent and earlier authors not included in The reciter's treasury of verse, or in The reciter's second treasury of verse. 2+327 p. D '21 N. Y., Dutton $2.50

Pfister, Oskar
Psycho-analysis in the service of education being an introduction to psycho-analysis; authorized translation. 12+176 p. D '22 [N. Y., Moffat, Yard] $2
Partial contents: The study of psycho-analysis a duty of every teacher; The scientific justification and demand for analytic education; The principles of psycho-analytic interpretation.

Philip, Alexander
The calendar: its history, structure and improvement. 11+104 p. tabs. O '21 N. Y., Macmillan $2.50
A concise history and summary of the Gregorian calendar, with special reference to its reform and the fixing of the Easter date.

Pickles, Herbert
The new world geographies; bk. 4, White man's lands; bk. 5, Regions and nations; bk. 6, Britain and British trade. 192; 278; 248 p. il. O (The new world geographies) '22 N. Y., Oxford University Press. bk. 4, $1.10; bk. 5, $1.25; bk. 6, $1.25

Pilsworth, Edward S.
Process engraving formulas, equipment, and methods of working. 11+168 p. il. pls. D c. N. Y., Macmillan $2
A history of the engraver's art and a review of the processes employed today.

Pitman, Sir Isaac
Leather trade; an adaptation of Pitman's shorthand to the requirements of commercial correspondence in the leather trade; together with specimens of various forms used, and a description of the duties of shorthand-typists engaged in such business; [centenary ed.] 83 p. S (Pitman's shorthand writers' phrase books and guides) [n. d.] N. Y., Pitman bds. $1

Pitman, Sir Isaac (Continued)

Motor trade; an adaptation of Pitman's shorthand to the requirements of commercial correspondence in the motor trade; together with specimens of forms used, and a description of the duties of shorthand typists engaged in such business; [centenary ed.] 67 p. S (Pitman's shorthand writers' phrase books and guides) [n. d.] N. Y., Pitman bds. $1

Powell, Edward Alexander

Some forgotten heroes and their place in American history. 3+169 p. front. pls. D [c. '22] N. Y., Scribner 80 c.

Previously published in "Gentlemen Rovers" and "The Road to Glory."

Prescott, Frederick Clarke

The poetic mind. 20+308 p. O c. N. Y., Macmillan $2

Partial contents: Two modes of thought; The imagination of childhood; The primitive mind; The subjects of poetry; The unconscious mind in poetry; The desires and emotions in poetry; The formation of imaginary characters; Poetic madness and catharsis; The uses of poetry.

Reyburn, Hugh A.

The ethical theory of Hegel; a study of the philosophy of right. 20+272 p. O '22 N. Y., Oxford University Press $3.85

Richberg, Donald Randall

A man of purpose. 329 p. D [c. '22] N. Y., T. Y. Crowell $1.75

A novel in which the hero wages a relentless fight against certain vested interests.

Rolt-Wheeler, Francis William

The wreck-hunters; with forty il. from photographs. 359 p. front. pls. D [c. '22] Bost., Lothrop, L. & S. $1.75

A story for boys from 15 years and upwards of the life of the diver.

Rossmoore, Emerson Emanuel

Federal income tax problems—1922. 35+541 p. O c. N. Y., Dodd, Mead $5

An explanation of the law together with definite problems showing what to do.

Saint-Saëns, C. *See* **Hervey, Arthur**

Scarborough, Lee Rutland, D.D.

Prepare to meet God; sermons making the way to Christ plain. 8+152 p. D [c. '22] N. Y., Doran $1.25

A companion volume to "The Tears of Jesus." The author is president and professor of evangelism, Southwestern Baptist Theological Seminary.

The tears of Jesus; sermons to aid soul-winners. 8+125 p. D [c. '22] N. Y., Doran $1.25

Eight evangelistic talks.

Scott, John Adams

The unity of Homer; Sather classical lectures, v. 1. 275 p. O '21 Berkeley, Cal., University of California Press pap. $2.25; $3.25

The author "reviews the arguments of those who would deny the unity of the Iliad and Odyssey, and champions the integrity of Homer."

Seltzer, Charles Alden

Square deal Sanderson; front. by J. Allen St. John. 323 p. D c. Chic., McClurg $1.90

A novel of American ranch life.

Shakespeare. *See entries of* **Alden, R. M.,** and **Chapman, J. J.**

Sharp, Frank Chapman, and others

Out for character; twenty-six articles written by twenty-six thoughtful and eminent persons interested in the vital questions concerning the mental and moral well-being of young men and women; [foreword by L. M. Cross.] 112 p. D [c. '22] Phil., Vir Pub. Co. $1

Partial contents: The motives of moral purity, by Bishop Brewster; Youth at the crossways, by Rabbi David Philipson; The strength of being clean, by David Starr Jordan; Keeping the heart right, by Bishop Darlington; The high cost of low living, by Ozora S. Davis.

Shreve, Randolph Norris

Dyes classified by intermediates; [with 1,000 bibliographical references in the text.] 631 p. O [c. '22] N. Y., The Chemical Catalog Co., Inc. $10

Smith, Sir Ross Macpherson

14,000 miles through the air; il. with photographs. 136 p. front. (pors.) pls. facsms. D c. N. Y., Macmillan $3

The story of the first flight made by aeroplane from England to Australia, told in non-technical language.

Poulsen, Frederick

Etruscan tomb paintings, their subjects and significance; tr. by Ingeborg Andersen; with 47 il. in half-tone. 10+64 p. Q '22 N. Y., Oxford University Press $5.65

West, Lilian

The great war and international law. 20 p. O '21 Wash., D. C., American Peace Society, 613 Colorado Bldg. pap. 10 c.

Rowe, Leo Stanton

Bartolomé Mitre, 1821-1921; a tribute to the memory of the great Argentine statesman and historian. 14 p. il., pors. O (Pan American union) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Royal Typewriter Company, Inc.

The evolution of the typewriter. 52 p. il., diagrs., pls. O [c. '21] N. Y., Royal Typewriter Co., Inc., 364 B'way pap. gratis.

Saunders, Henry James

Saunders advanced encyclopedic cost system, containing cuts, itemize sundries, work, ticket of awnings, paulins, flags and tents. Also an entire itemized cost of materials, labor and over head on all awnings, paulins, flags and tents; [awnings and tents tabs. and ready-reckoners.] 143 p. il. tabs. diagrs. fold. forms F '21 Minneapolis, Minn., [Author] $500 for Cost system; $100 for Cutting system [leased only]

Scudder, Antoinette Quinby

Poems. 82 p. D [c. '21] N. Y., The De Vinne Press, 395 Lafayette St. [priv. pr.]

Seeger, Charles Lewis

The ballad of Hottonchatel; 3+83 p. S '21 N. Y., Scribner [priv. pr.; 225 copies]

Seventh-day Adventists. General Conference

Home nursing; a comprehensive series of lessons on the practical care of the sick, issued by the Medical department of the General conference of the Seventh-day adventists. 7+187 p. front., il. D [c. '21] Wash., D. C., Review and Herald Pub. Co. $1

Sharif, Ja'Far

Islam in India or the Quanun-I-Islam; the customs of the Musalmans of India, comprising a full and exact account of their various rites and ceremonies from the moment of birth to the hour of death; composed under the direction of, and translated by G. A. Herklots; new ed., rev. and rearranged; with additions by William Crooke. 40+374 p. il. D '22 N. Y., Oxford University Press $8; India pap. $9.45

Smyth, Ethel
Streaks of life. 280 p. O c. N. Y., Knopf $3
A collection of nine essays among which are: Recollections of the Empress Eugenie; Two glimpses of Queen Victoria; The quotation fiend; The opera fiasco.

Smyth, John Paterson
The Bible for school and home; v. 1, The book of Genesis. 15+196 p. D [c. '22] N. Y., Doran $1.25
The first volume of a series of plain and simple commentaries on the entire Bible, prepared for the Week Day Church School, the Sunday School and the home.

Sorapure, Victor E.
The Oxford index of therapeutics; with 111 il. in the text. 16+1126 p. O '22 N. Y., Oxford University Press $12

Stockton, Frank Tenney
The International molders union of North America. 222 p. tabs. O (Johns Hopkins Univ. studies in historical and political science series 39; no. 3) '21 c. '21-'22 Balt., The Johns Hopkins Press pap. $1.50
This volume also contains "The capitalization of goodwill" by Kemper Simpson and "The Rise of cotton mills in the South" by Broadus Mitchell.

Stopes, Marie Charlotte Carmichael [Mrs. Reginald Gates]
The life of Henry, third Earl of Southampton, Shakespeare's patron. 544 p. pors. O '21 N. Y., Macmillan $14

Summerbell, Martyn
The rebirth of Europe; a study of the Middle Ages. 189 p. D [c. '22] Bost., The Stratford Co. $2
Partial contents: Decline of the Roman imperium; Growth of Papal power; The training for knighthood; The crusaders at Constantinople; Godfrey, King of Jerusalem; Passing of the Latin kingdom.

Terry, Charles Sanford
Bach's chorals; pt. 3, The hymns and hymn melodies of the organ works. 14+360 p. music O '21 N. Y., Macmillan bds. $12

Torr, Cecil
Small talk at Wreyland; 2nd series. 120 p. O '21 N. Y., Macmillan bds. $3.60
Stories of a Devonshire country gentleman.

Tyler, Georgie Vere
Children of transgression. 316 p. D c. N. Y., Holt $1.75
"A story of Virginia life, depicting the evils which follow in the wake of too strict an acceptance of the so-called double standard."

Ure, Percy Neville
The origin of tyranny. 11+374 p. pls. il. O '22 N. Y., Macmillan $12
A history of the Greek political tyrants of the seventh and sixth centuries, B. C.

Van Dyke, Henry
Songs out of doors. 139 p. T '22 c. '94-'22 N. Y., Scribner $1.25
A compilation of the author's verses on nature.

Van Vechten, Carl
Peter Whiffle; his life and works. 247 p. D c. N. Y., Knopf $2.50
A gossipy chronicle with the action in Paris, Italy and Greenwich Village.

Verrill, Alpheus Hyatt
The home radio; how to make and use it. 104 p. diagrs. plans S [c. '22] N. Y., Harper 75 c.
Designed for amateurs who wish to know how to make, use and adjust wireless-telephone instruments.

Virgin, Robert Zerubabel
Mine management; a practical handbook for use in vocational schools, mining colleges and universities. 120 p. O '22 N. Y., Van Nostrand $2

Walsh, Louis I.
On my keeping and in theirs; a record of experiences "on the run" in Derry gaol, and in Ballykinlar internment camp; [foreword by Mrs. Cecil Chesterton.] 15+112 p. D '22 N. Y., P. J. Kenedy bds. 75 c.
Experiences of the author, an Irish Nationalist, in a British internment camp and prison.

Ward, Sir Adolphus William
Collected papers, historical, literary, travel, and miscellaneous; v. 3, Literary (1); v. 4 Literary (2). 478; 447 p. O '21 N. Y., Macmillan $21 [not sold separtely]
Partial contents: The ship of fools; Some academical experiences of the German renaiscence; Shakespeare and the makers of Virginia; Introduction to A woman killed with kindness; A study of good women; Swift's love story in German literature; Dickens as a social reformer; In memoriam E. C. Gaskell.

Collected papers, historical, literary, travel and miscellaneous; v. 5, Travel and miscellaneous. 10+507 p. (2 p. bibl.) front. (por.) O '21 N. Y., Macmillan $12
Partial contents: Delphi; Saint-Napoleon; National self knowledge; The universities and the counter-reformation; Founders' Day at Manchester in war-time; The founder of Peterhouse.

Weigle, Luther Allan
The training of children in the Christian family. 9+224 p. (bibl. footnotes) D [c. '22] Bost., The Pilgrim Press, 14 Beacon St. $1.50
Partial contents: The modern home and its perplexities; Building strong bodies; Forming right habits; Developing a taste for good reading; The child and the church.

Williams, Edward Huntington
Opiate addiction; its handling and treatment. 25+194 p. D c. N. Y., Macmillan $1.75
Partial contents: The nature of opiate addiction; Gradual reduction treatment of drug addictions; Useful hypnotics; Rapid withdrawal methods.

Wilson, Harry Leon
Merton of the movies; 335 p. D c. Garden City, N. Y., Doubleday, Page $1.75
The humorous story of Merton, the small-town general store clerk who goes movie-mad, learns how to register emotion thru a correspondence course, dresses in mail order wild west clothes for "still" pictures of himself and finally goes to Hollywood to uplift the drama, where he ultimately reaches stardom.

Woods, Frank Theodore, D.D.
Interpreters of God. 7+87 p. O '22 N. Y., Macmillan $1.40
Counsels to the clergy and laity of the English Church.

Young, Gordon Ray
Hurricane Williams. 342 p. D [c. '22] Indianapolis, Ind., Bobbs-Merrill $1.75
A South Sea story in which the hero is an outlaw, renegade and pirate upon whose head there is a price.

Rare Books, Autographs and Prints

MORE than thirty exhibitions are now being held among the various print shops of the city.

Eighty-five extraordinarily fine impressions of Whistler's etchings are on view at the Knoedler Galleries.

The current catalog of Bernard Quaritch contains a collection of books on numismatics numbering nearly 600 items.

The third volume of F. L. and E. L. Wildr's "Print Prices Current," enlarged and improved as compared with the second volume, has just been published in London.

A collection of Joseph Pennell's etchings are on exhibition at the Keppel Galleries. It begins with the earliest prints and includes examples of almost all of the well known prints up to the present time.

The aquatint show in the print gallery of the New York Public Library has been extended to the end of the month. In the Stuart Gallery the group of "Old City Views" has been followed by an exhibition called "The Modern Etcher and the City."

Rare Americana selected from several consignments and including material relating to the French and Indian War, the Revolution, the North American Indians, the Early West, and much of miscellaneous interest will be sold by the Heartman Auction Company at Perth Amboy, N. J., April 24.

A collection of books including standard sets of modern authors in fine bindings, special art works, autograph letters and presentation copies of the writings of Bayard Taylor, important letters bearing upon the early history of California together with desirable miscellaneous books, will be sold by Stan. V. Henkels in Philadelphia April 18.

The celebrated drawings for Dante's "Divine Comedy" commissioned from William Blake by the painter John Linnell, in the possession of whose family they remained till the dispersal of the Linnell Collection at Christie's in 1918, have been reproduced by collotype and published in London. As an example of Blake's color schemes one plate in color has been included.

The official announcement has been made that Henry E. Huntington will give his famous library and art collection to the public, together with a building especially designed to contain them and funds sufficient to support and keep them intact for all time. Altho the library will be thrown open to the public within a few months, the art treasures will not be turned over until after the death of Mr. and Mrs. Huntington. The library has been estimated to have cost $10,000,000.

A very novel exhibition was recently held at the Weyhe Galleries. It consisted of original drawings and reproductions of old and modern masters, and visitors were invited to pick out which were originals and which reproductions. A prize for every one, even experts, was offered to those who guessed by whom the drawings were made. The object of the exhibition was to emphasize the excellence of modern reproductions of drawings, especially those of the Marees Society. The exhibition surprised many old artists who were apparently not aware of the perfection of modern reproductions.

A two session sale of first editions of modern authors collected by William Macpherson of Vancouver, B. C., with additions, will be sold by the Anderson Galleries April 17 and

¶ Booksellers and librarians are invited to write for the catalogue of the greatest book sale of the year:

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18. There are important collections of the first editions of Conrad, Hewlett, Masefield, Kipling, Meredith, George Moore, Stevenson and others. There is also a series of letters written by Kipling and the original manuscript of the last story of O. Henry, left unfinished and the last sentence half completed. Accompanying the manuscript is the remainder of the half-used pad of the author's favorite manila paper. Another interesting association item is Whistler's "Algebra" which he used when a student at the West Point Military Academy. Laid in are several sheets of examples on blue and white paper as they were worked out in class, or in his rooms.

Thoms & Eron, booksellers, have always made a specialty of fine standard sets of modern authors and many important libraries have passed thru their hands since they have been in business. The largest and most valuable which they have ever bought, and one of the most important that has come into the book market this season, will be on view next week at their book rooms at 34 Barclay Street. This library was the property of Arnold Thayer of this city and includes upwards of 200 sets in the finest editions printed in this country and England during the last thirty years. Here are nearly all of the large paper editions of the American authors published by the Riverside Press; the limited, large paper and Japan paper editions of Scribners; the whole series of limited editions published by the Macmillans; the finest limited editions of G. P. Putnam's Sons, including selections from the Founders of the Republic Series; the large paper and special limited editions of Little, Brown & Co., and others. There are many editions of English authors published in England and always in the best editions. Nearly all of the more important modern French authors are represented by the best editions in English translation. The library is nearly all bound in calf or levant morocco, the American editions bound by Stikeman, Macdonald, the Knickerbocker and the Riverside Press Binderies; the English, by Reviere, Birdsall, Bavntun and Zaehnsdorf. The selections evidently were made with the greatest care for they include only the best with scarcely a trace of the gaudy and superficial that so disfigured the period. It will be a long time before manufacturing conditions will admit of the publication of such books again.

F. M. H.

Catalogs Received

Collection de livres ancienes rares et curieux, portraits, manuscripts, autographes. (No. 389; Items 974.) Rudolf Geering, Baumleingasse 10, Bale, Switzerland.

Incunabula not owned in America after Mr. George Parker Winship's census of 15th Century Books. (No. 96; Items 238.) Leo S. Olschki, 4 Lungarno Acciaioli, Florence, Italy.

Auction Calendar

Tuesday afternoon, April 18th, at 2.30 o'clock. Association books, autograph presentation copies from Bayard Taylor, William McKinley and others. (No. 1298; Items 206.) Stan V. Henkels, 1304 Walnut Street, Philadelphia, Pa.

Monday, April 24th, at 5:30 o'clock in the evening. Americana, including many rare and interesting items. (No. 138; Items 228.) The Heartman Auction Co., Raritan Bldg., Perth Amboy, N. J.

Monday, May 1st. Early printed books, among them especially fine examples of Caxton, etc. American Art Galleries, Madison Square South, 6 East 23rd Street, New York City.

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Books Wanted and for sale

Under these headings subscribers are charged 15c *a line (no charge for address); non-subscribers* 20c *a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.*

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] *after their firm name. The appearance of advertisements in this column, or elsewhere in the* WEEKLY *does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

BOOKS WANTED

William Abbatt, Tarrytown, N. Y.

Astra Castra (aviation), Turner.

William H. Allen, 3417 Walnut St., Philadelphia, Pa.

Hobson, Gold, Prices, and Wages.
Nicholson, On Inflation.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Complete set of Andrew Fuller's Works, 3 vols.
Complete set of Great Texts of the Bible.
Messiah's Advent, by Goodspeed.
Notes on Genesis, Robertson.
Reign of Grace, Booth.
World and His Wife, Mirdlinger, pub. by Mitchell Kennerly.
Preachers Homlietic Commentary on Old and New Testament, complete set.
Complete set of Ryles' Expository Thoughts on the Gospel.

American Baptist Publication Society, 514 N. Grand Ave., St. Louis, Mo.

Roger's Reasons, by Urquhart, second-hand, good condition.
Genesis, the Rock Foundation of Science and Scripture, second-hand, good condition.

Aries Book Shop, 116 Delaware Ave., Buffalo, N. Y.

Jurgen, Cabell, American edition.
History of Greece, Myer, Ginn & Co.

Associated Students' Store, Berkeley, California

Muntz, History of Tapestry.
Stephen, English Thought in the Eighteenth Century.

William M. Bains, 1213 Market St., Philadelphia, Pa.

World Book.
Barnaby Rudge.
Pickwick Papers.
American Notes, Gadshill edition.

The Baker & Taylor Co., 354 Fourth Ave., New York City

McLaughlin & Hart, Cyclopedia of American Government, 3 vols., D. Appleton & Co.
Guest of Quesnay, Booth Tarkington, Doubleday, Page edition.

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Le Camus, Life of Christ, N. Y., 1906.
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Hind, Short Hist. of Engraving and Etching.
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Winsor, Westward Movement.
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Gayley, C. M., Idols of Education, Doubleday, 1910.
Reed, Talbot B., History of Old English Letter Foundries, 1887.
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Amer. Academy Proceed., vol. 23, 1887-8.
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Asiatic Soc Japan, vol. 34, pt. 3; vol. 36, pt. 1; vol. 37, after pt. 1.
Biggar, H. F., Early Trading Cos. of New France.
Book of Knowledge.
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Buffum, Tears of Heliades.
Caine, H., The Christian.
Chopin, Kate, Night in Arcadia, 1898; Bayou Folk.
Crawford, J. C., Credit Mobilier, 1880.
Eaton, W. P., Green Trails and Pastures.
Fogazzaro, The Patriot.
Galt, John, The Entail.
Harvard Classics.
John Jenkins, Writing Book, with Portrait.
Literature of American History.
Little, Judge, Sketches Kentucky Lawyers, 1887.
Lowell, J. R., How to Know Him, by Finley.
Mayflower Descendant, vol. 6.
Morley, Down North and Upalong.
Nat. Academy Sciences Proceed., v. 2, nos. 3-10, incl., and after No. 11.
Poetry of Empire, Jack.
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Reminisc. Early Life in Illinois, Tillson family.
Stendhal, de, Red and Black, 2 vol., Richmond ed.
Timber Framing, Dewell Pub. Co.
Whitman, Walt, How to Know Him, by Whitlock.
Wilder Sampson, V. S., Life of, by Amer. Tract Soc. Ca., 1840.
Within an Hour of London Town.
Genealogies: Bowen, Va. branch.
Dodge of Essex Co., Mass., 1894.
Gibbs Family.
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The Speaker, quarterly, vol. 8, no. 4.

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Blanchard, History of Illinois, with map, 1883.
Brown, History of Illinois, 1844.
Edwards, History of Illinois, 1870.
Mason, Chapters from Illinois History, 1890.
Moses, Illinois, Historical and Statistical, 2 vols.
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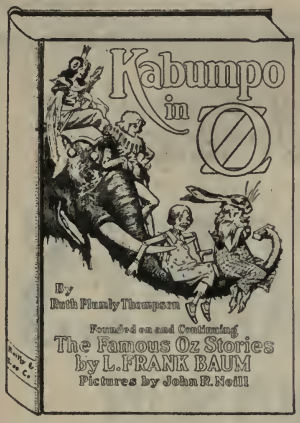

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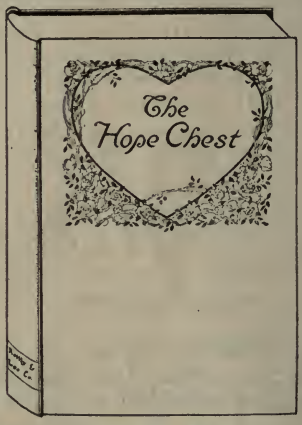

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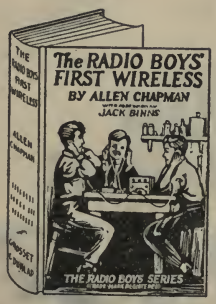

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The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
Founded by F. Leypoldt

April 22, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The Convention

THERE are many features about the Convention of the Booksellers next month that will make it one of the marked gatherings in the history of the Association. It was a happy choice, selecting Washington for the gathering; it is the first time in its twenty-two years of history that the meeting has been at the national capitol. This will give opportunity to emphasize the national character of the Association's work and will also bring recognition from many of the prominent figures of our government. The President has promised to receive the delegates at the White House, and Secretary Hoover will be one of the speakers on "Price Standardization." The national character of the gathering will also be emphasized by the fact that the trade speakers will be from all parts of the country, including John T. Hotchkiss of J. K. Gill Company, Portland, Ore,; Gertrude Andrus of Frederick & Nelson, Seattle, Wash.; Ward Macauley of Detroit; William M. Norman of Baltimore; and others not yet announced.

Owing to the fact that many trains into Washington do not arrive until about noon, Monday morning, May 8th, will be largely given to registration and welcome, and the address of the President is not scheduled until two o'clock. To this will be added papers and discussion on Tuesday morning, Tuesday afternoon and Wednesday morning with an executive session on Wednesday afternoon followed by a visit to the White House.

The Washington Committee, with Simon L. Nye as chairman, has indications that the attendance is to be beyond all previous records, as many are taking advantage of the special rates to get to the national capitol.

This large attendance will give increased weight to the discussions and should make all the meetings and all the actions taken of great weight in the future direction of book-trade history. The last four years have seen a rapid crescendo in interest in Association affairs, and the Washington gathering bids fair to be the right type of successor to the great conventions of Boston, Philadelphia and Atlantic City. Everyone owes it to the committee to make its task as easy as possible by registering for rooms early, by giving prompt attention to the program and by bringing a new member.

Price Standardization What Are You Doing For It?

THERE are *forty-five booksellers* of the United States in as many states singled out to do a *great work*. They have been supplied with samples of printed propaganda, with the request that they duplicate some and distribute it to all who sell books thruout their states, that they also urge every merchant and producer therein to write to the members of Congress to work for and vote for the Kelly Bill H. R. II.

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All get to work at once and report results. The *Washington Convention* demands your presence. Be sure to be there.

CHARLES E. BUTLER,

Chairman of the Board of Trade of the American Booksellers' Association, 225 Fifth Avenue, New York.

Last Call for Members

THE Washington Booksellers' Convention will make its greatest forward step if it can show a good increase in the membership of the Association. The Committee has emphasized the need of members steadily during the past year, and it now asks that each member add a member during these three weeks. This is little to ask considering the benefits that booksellers gain from having a united front to trade problems. A bookseller does not need to be an attendant at every convention to get value from membership, but the coming of Convention time will naturally increase the interest in organization work, and the chance of having special rates to the national capitol should bring many new

faces to the conference halls. These new attendants should become new members, and the new year should be faced with a very decided increase in the roll call.

The Reviewing of Books

NOT since we remember has there been so much discussion of literary criticism, book reviewing and general publicity. There have been symposiums and essays on the function of criticism, articles for and against present book reviewing methods and book reviewers, and more or less discussion on publicity, its faults and foibles. Beyond doubt this discussion comes from a consciousness of the importance of book discussion, the importance to the author and the importance to the public. It goes hand in hand with a steady effort to improve the book pages of newspapers and periodicals. Some writers look at literary criticism as if its chief function were that of giving an opportunity to the critic for his self-expression, as if books were written and published as trees are planted and grown in order that someone deft with a knife might do a delicate carving on a cross section. No doubt this use of the wood is justified and produces a work of art, but, after all, there should be some praise of the tree. Some writers emphasized the importance of a review to the author, pointing out that literature will never thrive in days when criticism lacks strength and virility. This point is undoubtedly well taken, tho the creative artist would perhaps not be as willing to credit his growth and development to the critic as the critic might think he should be.

It may be a distinction without a difference, but it seems as if the review in the general magazine or reviewing medium ought to be headed toward the audience and not toward the author. The author may need help toward planning his next book, but the audience which is buying the review wants to have the present book illuminated. He realizes that it can only be shown thru the reflected light of the personality of the reviewer and accepts the review in that way. Those critics and commentors who have approached books with a fresher personal point of view have seemed to give the readers the most helpful impression of the books being examined. As an historian of the Middle West once said after examining hundreds of files of old nineteenth century newspapers, "Historical events as reflected in out-and-out Republican newspapers or Democrat newspapers could be interpreted with reasonable accuracy because of the ease of making a natural allowance for the partisan point of view, but with news as written in the paper which proclaims itself non-partisan it is impossible to tell just what the bias was at the time of writing." In some such way the too reserved critic fails by his very neutrality to give an accurate picture. Mr. John Cotton Dana of the Newark Library has recently sent to the *Literary Review* of the New York *Evening Post* a carefully analyzed comparison between the *Literary Review* and the London *Times Literary Supplement*. He believes that our American reviews lack a certain breadth of approach to the printed output. The principal point made should be carefully considered by all our reviewers, as we are probably prone to lay too much emphasis on certain types of creative literature rather than to view the whole output of print in all fields of activity. At the same time, it may be that the London *Times* is not the best model to suit our public and that our own standards must be worked out, governed by the new interest in this subject. The American reader would miss in his literary paper all editorial approach to books. He likes the light touch of the columnist such as Christopher Morley, Keith Preston, etc. Our interest in European literature is probably better answered by summary and comment than detailed reviews of numerous books as is the case in the London *Times*. We are always glad to have our columns of reviews broken up by literary articles of different types. A recent number of the London *Times* prints over forty columns of consecutive reviews with scarcely a break in the form of approach, column after column of sober and excellent analyses covering such subjects as "The Evolution of Modern Medicine," "The History of the Fortnightly Club," "Unnoticed London," "Lord Hood and the Defense in Tulon," "The Theory of Mind As Pure Act," John Dowland's "Second Book of Airs" Most of these are a column or two columns in length. There can be laid down no general rule for book pages any more than for other creative work, but the general attention being given to the subject and the general competence of those entering into the field make it seem likely that the reviewing and discussion of books is entering a healthy and better conducted plane than we have ever had before in this country.

The Story of W. H. Smith & Son

THE great English bookselling firm of W. H. Smith & Son, which celebrated the centenary of its founding in 1920, was described by Lord Burnham on that occasion as a national asset and a national strength. The history of the firm is almost romantic, since its origins were in England's picturesque stage coach days; but the story also reads like a modern success story since the fortunes of the great business were built upon what is often called a modern business commodity, Service.

The firm which was started in 1820 in Duke Street, Grosvener Square, by two brothers, Henry Edwards and William Henry, was chiefly active in the distribution of newspapers, tho the brothers described themselves as "Newspaper Agents, Booksellers and Binders." It is interesting to note that within five or six years of the firm's foundation four of its great departments were thus foreshadowed. Perhaps one might say five departments, for early in its history, a reading room was acquired at 192 Strand where, for a guinea and a half yearly, 150 newspapers could be read every week as well as magazines. Considering how few magazines there were a century ago, this was a remarkable number.

W. H. SMITH.

The founder of the English firm of newsagents and booksellers, W. H. Smith & Son. Mr. Smith also had a distinguished public career. He was at one time the First Lord of the Admiralty and was the inspiration of Gilbert and Sullivan's song in "Pinafore."

"Stick close to your desks and never go to sea
And you all may be rulers of the Queen's Navvie."

The indolent disposition of the elder brother always was a sore trial to his junior who was both imaginative and energetic, so in 1828 the partnership was quietly dissolved, and William Henry Smith was the sole proprietor from 1829 till 1846.

The story of how the great newspaper distribution business grew, struggling against enormous difficulties is the most romantic phase of the growing Smith business. In those days, newspapers had to pay a tax on the paper used, a tax on the advertisements, and a tax on every copy printed. By the time the Smith firm came into existence, this tax amounted to 3½ d. or 4 d. The tax was not abandoned until 1855. In those days, newspapers were delivered thru the post office. Country mails were sent out only at night so that newspapers were twelve hours old before they started on their mail coach journey. Country readers almost never read news less than forty-eight hours old. Morning coaches left for the provinces but did not carry mails. William Henry Smith conceived the idea of delivering his papers not by mail but by sending them on these morning coaches swifter and twelve hours earlier than the night mail. If the paper was late in coming from the press, the morning coach did not wait, however, so Smith's had a cart which would gallop off after the coach and transfer the papers to it. In those days before the automobile came into use, Smith's were very proud of their horses, which took many prizes. In some cases Smith's chartered a special boat and employed special engines to deliver an especially important piece of news.

Mr. Smith's son, William Henry, the younger, intended to become a clergyman, but his father persuaded him to enter his business, and, in 1846, when the son was twenty-one years old, the father took him into partnership, and the firm name became W. H. Smith & Son and has remained so ever since. In 1852, the firm moved to 186 Strand, which remained the headquarters of the business until the recent removal to Strand House in Portugal Street on the site of King's College Hospital.

The growth of the famous Smith railway bookstalls was due to the energy and imagination of young Mr. Smith, the new partner.

He conceived the idea of contracting with the London and Northwestern Railway for the rights to operate bookstalls at the railroad stations. On November 1st, 1848, the first Smith's bookstall came into existence. The Smith idea of giving good value for money received applied to their management of railway bookstalls, and a better grade of book was to be found in the railroad station than ever before. The next branch of the business which the Smiths developed was the R. A. D.—the Railroad Advertising Department. Thru contracts with the railroads, Smith's rented to manufacturers and merchants space on the station walls to advertise their products.

The Smith Loan Libraries, as famous as the bookstalls, were not started until after the elder Mr. Smith retired from the business in 1858. Young Mr. Smith and his new partner, William Lethbridge, undertook the new venture rather reluctantly as they realized it meant a large investment with no immediate return on the money. An unsuccessful attempt was made to buy out Mudie's. When the libraries were established and they and the bookstalls had to be stocked, it was realized how meagre was the supply of light fiction. Smith's began the publication of "yellowbacks" to supply the demand. But the ever conscientious Smith's, who instructed their boys to call merely London papers, or morning papers and never recommend one paper more than another, were afraid that there would be a temptation to push their own publications at the bookstalls and libraries, and gave up the successful publication business, which had been conducted by arrangement with Chapman and Hall, as soon as many publishers had taken up the idea and the supply of light fiction was assured.

THE NEW HEADQUARTERS OF W. H. SMITH & SON ON PORTUGAL STREET, LONDON, ON THE SITE OF THE OLD KING'S COLLEGE HOSPITAL SO WELL KNOWN TO AMERICANS.

The printing department of Smith's was established to make advertising posters and printed address wrappers, this last an immense economy of time and effort. Another such economy was the establishment of wholesale houses to relieve the head office of the whole distribution problem. There are now thirty-six wholesale branches, covering practically every corner of England and Wales. It is interesting to note in this connection that Smith's does an immense wholesale business and has an enormous export trade.

In 1869, the firm established its own works department for the designing, making, decorating and repairing of its bookstalls.

A dramatic and revolutionary change took place in the character of the Smith book busi-

ness in 1905. The firm was unable to make satisfactory contracts for its bookstalls with two of the most important railroads. One of these contracts had lasted 57 years. The firm seemed to be faced by the alternatives of losing its long established business, losing its old customers, and turning away 200 faithful employees, or paying ruinous rents for the stalls. Tho there were but ten weeks in which to make the change the solution of establishing book shops to take the place of the stalls was seized upon. Shops were found and leased, and some businessess bought outright. By the time the old contracts expired, in every important town where there had been a Smith Bookstall there was a Smith Bookshop. Circulars were sent to old customers, explaining the change, and the new plans. Ninety per cent of these old customers expressed their intention of keeping their names on Smith's books, many expressing appreciation for years of excellent service. The new shops had the advantage of much increased space and facilities for the display of books and stationery. The change turned out to be for the greatest good of the business. The work of planning, altering and fitting involved in changing the bookstalls to shops led to the growth of the Estate Department. It is the work of this department to carry out the Smith policy of acquiring sites and erecting buildings specifically suited to the Smith business.

Conference On Postal Matters

A RECENT letter has been sent to the publishers of America explaining the formation of the American Publishers' Conference and setting forth its first mission which is to affect a postage reform. The American Publishers' Conference is a new organization with headquarters in Washington and it is composed of associations of business papers, newspapers, periodicals. Its formation is significant because for the first time all branches of publishing in this country have been able to get together. The Conference is not yet committed to joint action on anything but second-class postage. It is generally recognized that there are good arguments for the zone postage system and likewise good arguments for the flat rates, but a compromise has been worked out, which all can conscientiously support, and a bill will be soon introduced into Congress covering some essential points. First: Continuation of the free-in-county-privilege which is so vital to the smaller publication. Second: Retention of the zone system of charge but reducing it to the amount of the second advance instead of the present fourth advance. The revisions are considered so moderate that success is strongly hoped for.

The arguments in the brief which the Publishers' Conference has prepared of its position on the postal rates hold that postal rates were increased to four times the pre-war rate during war time, so that publishers pay a special tax in addition to paying all other taxes levied upon all industries as a whole and are still paying increased cost for labor, paper and other essentials. It is argued, too, that this postal tax is a tax on a process of the publishing industry, altho it is a recognized principle of taxation that taxes should be levied on products, not processes. Publishers, it is pointed out, are paying taxes of both kinds. It is argued that high postal rates on the text of newspapers and periodicals are a tax on education and high rates on advertising are equivalent to a tax on traveling salesmen or labor-saving machinery. Finally it is pointed out that this will reduce the total post office receipts of $500,000,000 by only $8,000,000.

VISCOUNT HAMBLEDEN, PRESENT HEAD OF THE FIRM OF W. H. SMITH & SON.

New Mail Depot in New York

THE Joint Congressional Postal Commission will recommend the erection by the Government of a new central mail distribution depot in New York adjoining the Pennsylvania terminal. The Commission will submit a bill appropriating $8,550,000 for the building and site.

How Maps and Atlases are Made

By Alfred Sidney Johnson, Ph.D.
Map Department, Rand McNally & Co., Chicago, Ill.

PART III.

SURVEYING in the field, as previously noted, is the foundation work on which all map-making is based. Figuratively speaking, the surveys furnish the "raw material;" while the preparation of the final detailed drawing, and its reproduction in the printed edition, may be said to constitute the "manufacturing processes."

Maps of Various Kinds and Uses

There are many different kinds of maps. They vary greatly in size, in features emphasized, in amount and refinement of detail presented, in color effects, in salability and prescribed limits of cost, in the objective purpose intended to be served, and in many other respects—all of which bear more or less closely on the problem of determining the particular processes of manufacture to be employed. Thus we have physical and political maps; nautical charts; railway and road maps; mileage maps; soil survey maps; maps showing distribution of resources; crop, weather, and population maps; and a host of others.

All kinds of maps, however, have one feature in common. Differ as they may in detail and purpose, the same basal framework underlies them all; and the foundation of control for the entire system consists of the "topographic" map, which, as we have seen, embodies a reduced facsimile of the actual outline and configuration of the particular region in question.

Topographic maps are thus the only *general utility maps*. They are capable of such wide and varied practical application, that imagination itself can set no limits to the range of their possible usefulness. The purpose to which they are perhaps most frequently applied is to serve as base maps for the graphic representation of all facts relating to population, industry, resources, products, transportation, or other information of important bearing. It is safe to say that, among all the problems vitally affecting human activities, there is not a single one which does not depend upon the possession of topographic maps for its thoro study and investigation, and for the development of adequate plans for its solution. The lack of such maps is an unerring sign of backwardness and inertia. Without them, the development of any area is retarded, and the expense of planning public works and private enterprises is multiplied. It is estimated that the actual money lost each year by the people of the United States because of lack of adequate topographic maps, amounts to more than the total of what it would cost to carry the mapping program of the country to completion. The possession of such maps insures economical designing of improvements, and reveals possibilities for the development of resources that would otherwise, in all probability, remain unknown. They are an essential factor of preparedness, a stimulus to community life, a tonic for addled mentality, and a lubricant that overcomes much of the obstructive grit in all the machinery of progress.

Topographic Map Drawing

When the topographic sheets, notes, and other material gathered in the field reach the office, they are at once sorted and indexed for ready reference. The new information is compared with what may be already known; and all manifest errors are eliminated. The necessary computations for determination of precise latitudes, longitudes, elevations, etc., of important points, are made. The cartographer is then confronted with the great task of reducing to the particular scale, and plotting according to the particular type of projection, adopted for the finished map or chart.

Choice of Scale

The *scale* of a map simply expresses the relation which a straight line of a certain length (say 1 inch) on the map bears to the actual over-the-ground distance represented by such line (say 30 miles). If, instead of 1 in.=30 miles, we use 1 in.=1 mile, the latter is said to be the "larger scale," because it requires a longer line to represent the same distance, and takes larger space on the sheet to show up the same area of actual territory. When there is a great amount of detail to be thrown in, or great accuracy of measurements is required, the larger scales are necessary.

It is evident, therefore, that the choice of scale for a map is not arbitrarily made, but depends upon a variety of considerations. The chief controlling factors are the amount of territory to be represented in the given space, the relative commercial or industrial importance of the locality, and the specific purpose which the map is intended to serve

It is only by referring to the scale, that anyone consulting a map can get from the map a correct idea of relative areas and distances. The scale, accordingly, should be one of the first things noted by any map user.

Anything that can be clearly visualized or represented to imagination—for example, tunneling the earth to the antipodes, flying to the moon, or conversing with the inhabitants of other worlds—is *theoretically* possible, tho, for the time being, it may be *practically* impossible because of our present limitations of knowledge and physical equipment But anything which is theoretically an impossibility—such as finding consistency in a contradiction, or drawing a plane triangle the sum of whose interior angles does not equal two right angles—is forever also practically impossible.

Map Projection

Now, we might as well confess at the outset, that *no map of the earth's surface absolutely accurate in every detail ever was or ever can be drawn.* A map (from the Latin "mappa," a sheet) is flat. The surface of the earth is curved—and curved not with the comparatively simple curves of a sphere, but with the complicated mathematical elements of a spheroid flattened toward the poles. No one can plot on one of these surfaces an absolutely accurate representation of the other. The task is a theoretical, and therefore also a practical, impossibility. To secure accuracy in one respect, there must be at least some small sacrifice of it in another. If relative areas are preserved, shapes are more or less distorted; if directions are correctly indicated, areas and distances are exaggerated; and so on.

A practical solution of the problem is found only in a compromise, in steering a middle course, so that errors are either reduced to a minimum, or confined entirely to some special aspects that will not affect the utility of the map for its intended purpose. The resulting drawing—a conventional representation, on a flat sheet, of the curved surface of the earth—is called a *projection.* And the most important features of a projection are the lines representing parallels of latitude and meridians of longitude. These must be laid down either as nearly like the lines on a globe as is possible in transferring lines from a curved to a flat surface, or else in such a way that some one property of the lines is retained at the expense of others of less significance.

Types of Projection in Common Use

Many different types of projection have been devised. There is, in fact, no limit to their possible number. Each has its advantage for some specific purpose. Stripping the subject, however, of the cumbrous mathematical formulae by which usually it is very effectively obscured for all whose mental wings are not yet plumed for flight into those ethereal regions where the technical expert may be left to enjoy his customary habitat in exclusive ecstacy, we may be able to give the average reader a fairly clear tho superficial understanding of the general problem of projection, by pointing out the features common to all projections, and attempting to turn a candle-beam of explanation only on the few types in common use.

Let us think, then, of the projection as a picture projected, or thrown forward, onto a flat sheet. In all cases, the view obtained will depend on the position of the observer, and on the angle at which his line of sight strikes the sheet. "Moving pictures" and lantern-slide views always appear distorted to those in front seats, especially if the seats are off at the side of the hall. Something similar to this occurs in map projection.

The imaginary position of the observer may be at the center of the earth or somewhere else along its axis, or at some point on its surface, or even on some distant heavenly body; and the sheet may be imagined to be held in various positions—e.g., horizontally touching the earth at one of the poles, or occupying the plane of the equator, or curved so as to form a cylinder or a cone touching the earth's surface. The lines of sight are directed from the observer's eye, to or thru various points on the earth's surface (for example, the points along the outline of a continent). As these lines pass thru the sheet or are carried forward till they strike it, they locate on the sheet the corresponding points to be plotted as the projection.

If, for example, an observer were on Polaris, and could look down along parallel lines of sight passing thru points on the upper half of earth's surface and striking the sheet occupying the plane of the equator, the resulting plot on the sheet would be what is known as an *orthographic projection* of the Northern Hemisphere—practically the kind of view we get of the moon. Toward the outer edge of the projection, near the equator, the parallels of latitude are closely crowded together. This objection is partly overcome, if we stand at the south pole looking up thru the earth at the same hemisphere, the plotting being done by connecting the points where the lines of sight pass thru the plane of the equator—in which case we have a *stereographic projection.* A modified form of this projection is sometimes used in atlases to show hemispheres and continents. It is somewhat like the picture we should get if the outlines were drawn correctly on a rubber sheet stretched over the Northern Hemisphere, and the sheet were then allowed to shrink to the level of the equator. In this case the central areas are somewhat shrunk and the edges distorted.

Again, let us stand at the center of the earth; and suppose the sheet to be bent around in the form of a cone with its inner surface just touching the earth along a parallel of

latitude, and having its apex at some point above the north pole Our lines of sight, passing out thru points on the earth's surface, enable us to plot on the inner surface, of the sheet what is called a *simple conic projection.* When the sheet is unrolled out flat, the meridians show up as straight lines converging toward the pole; and the parallels appear as curves of shorter and shorter radius as the pole is approached. This type of projection is very frequently used for atlas maps of comparatively small countries, giving an outline practically free from distortion. For regions lying close to the developed circle of tangency, the distortion is so small as to be negligible. It is evident, however, that the distortion increases for regions farther and farther away, since the distance between the lines of sight passing thru any two points on the earth's surface increases the farther those lines have to travel before reaching the sheet.

This objection is largely overcome, and distortion, even for large areas, is reduced to a minimum that may be ignored, by the graphic device known as the *polyconic projection.* Here, instead of using a single cone tangent at the central parallel of the one zone to be projected, a succession of narrow, parallel zones are projected upon a series of cones tangent along the middle circles of the respective zones; and these successive zones of tangency—lapping, as it were, over one another—are then developed so as to preserve the true scale length of the central meridian.

The polyconic is the type of projection in practically universal use in all the greatest surveys. If not extended over too wide an area, it has the advantage of showing directions and distances of all points in their correct relations to one another.

The four-sided figures set off on a *projection* by the cross-lines representing meridians and parallels, are known as *graticules.* On all large-scale maps of small areas, these are practically rectangular in form; but on small-scale maps of large areas, they are bounded by curves.

For maps of small areas extending not over ten miles in latitude or longitude, the very simple *plane projection* may be employed. Unless the scale is very large, such areas may be regarded as plane surfaces, and so plotted without serious error; the sheet being simply laid out in squares, and detail points located by *rectangular co-ordinates*—that is, by laying off to scale their perpendicular distances from the reference meridians and parallels.

The well-known *Mercator's projection* invented in the 16th century by a Flemish merchant, Gerhard Kramer, and now used for practically all nautical charts and for maps of the world as a whole, is a projection of the cylindrical type. The point of sight is the center of the earth; and the projection sheet is the inner surface of a cylinder tangent to the globe at the equator. The parallels of latitude, each representing thruout its length a uniform height above the plane occupied by the observer, show up on the sheet as horizontal, parallel straight lines; but, toward the north or the south, successive lines marking equal intervals of latitude are located farther and farther apart on the projection, while the poles themselves, being infinitely far away, cannot be shown

The meridians all appear as parallel straight lines perpendicular to the equator. Instead of drawing closer together toward the poles as they actually do on the earth, they show up on the chart, at all latitudes, the same distance apart as at the equator

It is evident, therefore, that on the Mércator chart the scale is variable, becoming larger and larger and giving an increasing exaggeration the farther one goes from the equator. In fact, a degree of latitude at 60° north or south measures on the chart twice the length of a degree at the equator; at 80°, six times the same length. At 80° the representation of any area is 36 times as large as it would be at the equator; and if the chart were large enough to show the same piece of land at 89°, the indicated area would be multiplied 3,000 times.

This variation of scale, with its consequent exaggerations, is the main objection to a map drawn on the Mercator projection. While fairly accurate within the tropics, such a map is misleading if used for general purposes or if taken as indicating either areas or distances outside these rather narrow limits.

For purposes of navigation over ocean areas, however, the Mercator chart is superior to all others, because the bearings of all points on the chart correspond with the true compass bearings of the routes between them. From this chart, even the most ignorant sailor can lay down his course correctly without calculation. For him, this is more important than knowing exact locations or distances. These a navigator with a modicum of nautical knowledge can calculate from sextant observations or dead reckoning and already prepared tables; but the course of his ship is something he must see. San Francisco, for example, is shown on the chart to be about 2 degrees north of east of Yokohama. If a steamer, leaving the Japanese port, keeps its bearing 2 degrees north of east, it will pull in at the Golden Gate. It will not, however, have traveled the shortest route, tho its course is indicated on the Mercator chart by a straight line. The shortest passage would have been along the arc of the great circle connecting the two ports, and sometimes indicated by a curved line.

If, once more, the observer, instead of remaining at the center of the earth, were to move along the earth's axis, looking at all times horizontally out to the inner surface of the surrounding cylinder, his lines of sight would locate points for the plotting of a *cylindrical equal-area projection,* in which all areas on the earth's surface would be represented with mathematical accuracy.

While the name "projection" is properly applied to the entire picture that could be thrown upon the sheet by one or another of the various methods referred to, the art of projection drawing, with all its refinement of mathematical adjustments, is usually confined in practice to laying down the skeleton framework of the graticules or quadrilateral areas bounded by meridians and parallels. The principal points located precisely by the surveys are then plotted in their proper positions. Next, such features as the shoreline, contours, and other details gathered in the field surveys or from other sources are *copied in so as to fill out the spaces.*

To sum up: The original units from which a map of large area is built up may be maps of areas so small as to be treated as if they were plane surfaces. While each unit is thus practically free from distortion, no large number of them could be joined together so as to represent a large area and be made to lie flat. The art of projection comes to rescue by laying down flat frames into which the small map units must be fitted by being copied so as to fill the space prepared for them. And, depending on the object to be served by the map, the lines of latitude and longitude must be so laid down on the flat sheet that the substantially correct maps of the small areas can be filled in with as little distortion as possible, or else so that some desirable characteristic may be retained at the expense of a sacrifice of others less important.

Up to this stage, the map consists almost wholly of lines. The lettering, special conventional symbols, and other details may now be inked in with pen; or, at a later stage, during the process of making the printing plates, they may be stamped in with metal type or dies.

(*To be continued*)

Good Bookmaking

NOT the least attractive feature of Doubleday's beautiful reprint of "The Legend of Ulenspiegel" is the clean-cut presswork. The two volumes have been bound in green boards, cloth back, and the title page uses two colors and italics in all the lines. Such an edition is worthy of the importance of the book as a piece of literature. Doubleday has also lavished great care on "The Letters to Lithopolis" by O. Henry which has been issued in a limited edition. The presswork is again of the very best standard.

Knopf has again done full justice to the opportunity presented by a book of Oriental litterature, and has made a beautiful octavo volume of Arthur Waley's "The No Plays of Japan," bound in brilliant orange boards, with canvas back, and with a well-planned type page. Mr. Knopf credits the typographers, paper makers and binders by naming them on the back of the title page. The type of book-making which Mr. Knopf has developed has been increasingly copied of late, and is having its marked effect on American book-making. Another interesting binding is that on "Peter Whiffle" by Carl Van Vechten. A very interesting hand-made paper has been used for the side supplying a design in happy contrast to the canvas back. The type page and general make-up of the book is unusually pleasant. A third Knopf book of different format is the narrow 12mo. which has been planned for Stephen Hudson's "Elinor Colhouse," a short novel of 150 odd pages. Red buckram with green top and green label have been effectively used.

A very good piece of poetry printing is shown in "The Book of American Negro Poetry," published by Harcourt, Brace & Company. The various types of poetry length have been well fitted to th page and made to have one unified appearance. The presswork is that of Quinn and Boden of Rahway, bound with a dignified paper label with board side and cloth back.

"Wayfarers in Arcady" by Charles Vince has been made into an attractive octavo by Putnam's, with a frontispiece in brown tint, and plain blue cloth with gilt lettering.

Another delightful outdoor volume of quite different format is "Songs of Out-of-Doors" by Henry Van Dyke (Scribner), a volume the size of the Temple Shakespeare and beautifully planned for the pocket of the tramper. The publishers have planned for this a photographic wrapper which will add to the display possibilities of the book.

Scribner has also made a most attractive volume of George E. Hale's astronomy called "The New Heavens," half-tones of fine quality being carefully fitted to the text.

Another example of the half-tone well handled is shown in Sir Ross Smith's "Fourteen Thousand Miles Thru the Air," (Macmillan) which comes out just at the time of the author's tragic death.

Harper's has turned out a dignified biog-

raphy in the Elizabeth Cady Stanton set of two volumes, and another attractive biography is "Young Boswell" by Chauncey Brewster Tinker (Atlantic Monthly). This volume would have been slightly better if the paper had been not so heavy. On paper just half the thickness yet showing excellent presswork is Coolidge's "Ulysses S. Grant," reissued in the centenary edition by Houghton Mifflin Company. The binding in blue cloth and gilt sides and gilt top take one back to an earlier period of book binding.

The Atlantic Monthly Press have to their credit two other good volumes in "The Iron Man in Industry" by Arthur Pound, and a graceful little volume entitled "A Glance Toward Shakespeare" by John Jay Chapman.

An attractive volume of poetry of the month is "Kinfolks" by Ann Cobb (Houghton Mifflin). An atmosphere suitable to poems from the old mountaineer country has been created by the yellow boards with the effect of blue homespun design.

A well-planned children's book is Millicent Evans's "Peggy Pretend," published by Lothrop, Lee & Shepard Company, with good illustrations by Edna F. Hubon. One of the attractive novels is "Q" by Katharine Newlin Burt of Houghton Mifflin Company.

A new venture into the flexible leather field is seen in the four-volume set planned by Little, Brown & Company for the novels of A. S. M. Hutchinson. The books have uniform hand lettered title pages, very attractive lining papers suggesting the English countryside in which the stories are laid, and the leather selected is maroon lambskin with the monogram H on the side, and gilt back. Excellent typographical effect has been had without cramping the margins or making the paper too thin for comfortable reading even for the traveler.

English News---From London Correspondent

THE Society of Bookmen is sponsor for a series of educational lectures for booksellers and librarians at the Essex Hall. The first of the lectures was given by Sidney Dark, associate-editor of *John o'London's Weekly*, on "The New Reading Public," and it was an extremely interesting and helpful address. The second meeting will be a debate on "Book Publicity" from the point of view of a bookseller, a publisher, and a book-buyer, in which J. G. Wilson, of J. and E. Bumpus, Michael Sadleir, author of "Privilege" and a well-known book-buyer, will take part. The chair on this occasion will be occupied by Sydney Pawling, of Heinemann's. The third lecture will be given by G. B. Bowes of Messrs. Macmillan & Bowes, the famous Cambridge booksellers, on "The Business of Bookselling," and W. B. Maxwell will be in the chair. In May, Mr. C. S. Evans of Heinemann's will lecture on "Are Book Prices Too Cheap?" with Major Ian Hay Beith ("Ian Hay") in the chair. The concluding lecture of the present series will be entitled "The Making of a Book." This lecture will consist chiefly of moving pictures, with an explanation by Cecil Clay. Lord Burnham will take the chair.

These lectures are open to the public generally, and they represent the new forward movement to bring publishing, bookselling, and authorship more closely to the attention of book buyers.

There is a discussion going on just at the moment on book production. PUBLISHERS' WEEKLY readers will be interested in extracts from two important letters, dealing with the subject, recently contributed to *The Times Literary Supplement*.

"It is time to enter a protest against the neglect by many publishers of important details concerning the production of books.

1. In many cases the title of a book appears with dreadful monotony at the head of each page. What this means in loss of time will be appreciated by anyone who has tried to refer rapidly to passages in long biographies or histories which have the title heading over each page. The only proper way is to print on each left hand page the title of the chapter, and on each right hand page the actual subject dealt with on that page.

2. The table of contents should come at the beginning of the book, preceding the preface or introduction. The common practice of printing the contents after a long introduction is an inefficient and illogical arrangement.

3. The date of publication should be clearly stated, on the title page and, if it is not the first edition, bibliographical details should be given overleaf.

4. Pages should be cut. We have got beyond the ridiculous affectation which regarded uncut pages as something distinctively literary.

5. There should be a stricter attention to purity of type. It is still a rule to find on the same title page several different fonts of type. We are still a long way off a common standard of purity and simplicity. Even italics ought to be abolished from title pages, as well as from the headings of pages.

6. The convention by which introductory

matter has Roman pagination could conveniently be abolished. It greatly simplifies an index if there is a common system thruout the book, beginning with the first printed page.

Many other æsthetic questions arise in connection with the production of books; but the points thus briefly dealt with affect all who regularly read new books, particularly long works of biography and history."

The writer of this letter, Mr. Howard Whitehouse, is evidently very earnest about the matter, and holds distinct views as to what is, or what is not correct. He will find criticism laid at his door as to argument number one; his second contention has many adherents; number three is sound; four is a matter of taste; argument five goes without saying, while the sixth idea is a fully grown up contention. Now let us print what Mr. C. Wren Howard, Mr. Cape's partner, says:

"The standard of book production to-day is most certainly very low, but good materials are again available, altho still fairly highly priced. A fall in the price of paper has made it possible to dispense with that terrible substance known as "Bulky News." Cloth, too, has come down in price, and it is no longer necessary to employ substitutes for it. Printing, however, is still in a bad way. The reason for this would appear to be attributable mainly to two things. The first is a certain lack of *liaison* between printer and publisher—a lack of proper information and understanding. The format of a book should really be the result of careful collaboration between the two parties primarily concerned. The publisher, who knows the substance of the book, should settle all main points—size of paper, size of type, imposition, margins, form of headline, chapter headings, make-up of preliminary matter, and so forth, leaving to the printer those minor but very important details for which his more intimate technical knowledge is essential.

The second and by far the more potent reason for the decay of book production is to be found in the indifference and ignorance of nine-tenths of the reading public. One thing only seems to determine for them whether a book is a book beautiful, or merely a book. Provided that a volume, however badly printed, be bound elaborately and decorated with plenty of gold-leaf, it is held to be precious and perfect. Many people have ideas on the framing of pictures or prints, but few can tell, or care, whether a printed page is correctly placed on the paper. They may say that only the contents of a book matter; but, if the contents are presented in a way that makes reading less easy, or ideas more difficult to assimilate, obviously all is not well; a badly produced book can cause the appetite for reading to flag no less surely than a dirty plate will cause a revulsion from food.

Again, how often do reviewers, on whom people do to some considerable extent depend, even say whether a book is well or ill produced, except perhaps to add as an afterthought that "this is a handsomely produced book with many beautiful plates on art paper"!

Unless, then, or until the public chooses to educate itself in the niceties of book production, badly produced books will continue to be published and to be bought by the public that deserves them.

This is excellent and valuable. It comes from an expert who has proved his capacity by the specimens of his craft that have appeared with the imprint of Mr. Cape on the title page. To much attention cannot be given to Mr. Howard's communication. Moreover, his letter gives, in brief, terse language, the exact manufacturing position in England, so far as book production is concerned, as it is today.

The following books are among the best sellers.

FICTION

The Garden Party and Other Stories. Mansfield.
The Jewel in the Lotus. Forbes.
Greensea Island. Bridges.
Search. Larminie.
Way of Revelation. Ewart.
Mother of All-Living. Keable.

And, of course, Hutchinson's "If Winter Comes." As in America, nothing seems to stop it. Everybody is reading it. It's a craze, and a good one too, with the commuters!

NON-FICTION

An Outline of Wells. Dark.
The Carpenter and His Kingdom. Irvine.
Europe in Convalescence. Zimmern.
Painted Windows. Gentleman with a Duster.
Disenchantment. Montague.
The Torch Bearers. Noyes.

Navy Book Sale

ON April 21st, bids were received for a collection of some 2000 volumes of fiction and general literature which are at the Brooklyn headquarters of the Navy Department, a list of 757 titles from 1 to 3 copies of a title. Proposals were submitted in triplicate to the War Department, New York General Intermediate Depot, First Avenue and 58th Street, Brooklyn. Books are in boxes marked "for Army recreational purposes" and include material bought since the war, as there are titles whose copyrights do not date back more than a few months.

The Book Crisis in France Again

WHAT ails the French book? One of the French papers, *L'Exportateur Français,* has asked various authors, publishers and booksellers for their opinions on this subject. The authors have answered unanimously that literary criticism, or the lack of it, is to blame. The publishers have given their reasons at greater length and with more variety, as follows:

M. Crès, of the firm Crès et Cie., is of the opinion that it might be well to adopt the English system of bringing out two editions of the same work at different prices, or even three editions: one de luxe, another at a price of about 6 fr., and a third cheaper. "We are now paying" said M. Crès, "the penalty of years of mistakes and stubbornness on the part of French publishers and booksellers."

M. Emile Paul refused to make public all the remedies he had in mind, "But let me tell you," he said, "that one of the finest and surest solutions consists in the setting of a high price upon one of the two first editions of books by authors who are already accepted or becoming well-known. And I must tell you that the efforts in favor of the book cannot be fruitful unless the publishers give up the habit of overstocking the booksellers by overprinting, and the first practise to be condemned and destroyed in the interests of all is the publishing of books at the author's expense."

"It is hard" said M. Gillou, of the Larousse bookstore, "and it may seem presumptuous to say when the book crisis will be over. Nevertheless there are questions that can be answered definitely: will book prices increase further? Yes. In what proportions? To a great extent, undoutedly. As to the reasons for the increase, they are principally of two kinds: 1. the price of paper has not decreased appreciably; 2. the price of labor has a constant tendency to increase."

According to M. Louis Hachette, the book crisis is largely due to the crisis in paper, which should be dealt with before all else. ly, retail 20. *Radio Broadcast,* monthly, have raised their prices over 500% above the pre-war prices, while rates of printing have never gone up over 150%.

M. Mainguet, of the firm Plon-Nourrit et Cie., believes that the raising of the price would be more than justified if the public did not have to be considered. An edition of 3000 (which tends to become the lowest possible number) actually costs 2 fr. 10, per book, not counting the author's royalty. Add to this a tax of 10%, the discounts to booksellers, and general expenses, and you will find that the volume must be sold at the minimum price of 6 fr. 25, always on condition that the whole 3000 copies be sold and that no profit is expected.

M. Charles Malexis of the illustrated *Edition Française* tells us that the proposed higher price would not only be a disgraceful measure, but would amount to choking off young authors. It is helpful only to certain big houses which have important stock to get rid of and also to firms that would profit from this increase by being enabled thereby to sell certain collections cheap. Will it be with these inferior novels of adventure that those houses think to uplift the masses?

According to M. Alfred Valette of the *Mercure de France,* the publishers will never be able to increase the sale prices because of their increased expenses present and future. And immediately this question presents itself: what is the spending capacity of the book-buying public? It is difficult to determine that precisely. It is necessary to find the happy medium, that is the price which will allow the publisher to live and will not repel the mass of buyers. As only the novel and works of literature are under consideration here, I think that the book which has been marked 3 fr. 50 could stand an increase. As to novelties, the publisher will fix their prices after considering the manufacturing cost and the capacity of the purchasers, as yet unknown, but soon to be learned by experience. There is no doubt that he must resign himself not to undertake, during the crisis, the publication of some very worthy works which he would not have hesitated formerly to publish.

Convention Delegates Don't Forget Railway Certificates

THE only way that the Convention can arrange for special rates is to have a certain minimum registration of delegates, these delegates must each bring railroad certificates obtained when buying the ticket to Washington. It is easy to forget to ask for the certificate, but, if the proper number fails to be recorded, there is great loss to every member of the Convention especially to those from distant points. Every bookseller should remember when buying a ticket to ask for the Convention railroad certificate and thus save money for all.

The Best Five American Novels

EDWARD Anthony, in his column, *The Book Factory*, in the New York *Herald* records, "a gang of us were sitting around the other day lazily discussing nothing in especial. Inevitably the talk turned to books—the American novel in particular. In the course of the proceedings some one gave a list of what he considered the best five American novels. He started something." A composite of the lists made by the group shows the following selections:

"The Scarlet Letter" by Nathaniel Hawthorne.
"The Red Badge of Courage" by Stephen Crane.
"Rose of Dutcher's Cooly" by Hamlin Garland.
"The Harbor" by Ernest Poole.
"Van Cleve" by Mary S. Watts.
"Ethan Frome" by Edith Wharton.
"El Supremo" by Edward Lucas White.
"The Sea Wolf" by Jack London.
"The Bent Twig" by Dorothy Canfield Fisher.
"Cytherea" by Joseph Hergesheimer.
"Pudd'n'head Wilson" by Mark Twain.
"The Rise of Silas Lapham" by Howells.
"Linda Condon" by Joseph Hergesheimer.
"The Conqueror" by Gertrude Atherton.
"Main Street" by Sinclair Lewis.
"The Turmoil" by Booth Tarkington
"Together" by Robert Herrick.
"In Our Town" by William Allen White.
"Queed" by Henry Sydnor Harrison.
"Sister Carrie" by Theodore Dreiser.
"McTeague" by Frank Norris.
"Susan Lenox" by David Graham Phillips.
"Brass" by Charles G. Norris.
"Jurgen" by James Branch Cabell.
"The Pit" by Frank Norris.
"Huckleberry Finn" by Mark Twain.
"Birthright" by T. S. Stribling.

Trains for Washington

AS the convention of the American Booksellers' Association opens on Monday there is a plan being organized for making up a party of two or more special coaches to leave the Pennsylvania Terminal, on Sunday afternoon, May 7th, to arrive in Washington between eight and nine o'clock. Delegates and guests are requested to notify David J. O'Connell, care of the Funk & Wagnalls Company, 354 Fourth Ave., New York, of their intention to be with this party, and he will send instructions as to the exact time of departure. Also on Monday morning a train leaves New York via Baltimore and Ohio at 8.50 (daylight time) reaching Washington at 1 o'clock. Breakfast and luncheon on board. Telephone J. B. Scott, c. o. B. & O., 1270 Broadway, Penn. 0472.

Just A Few Lines Bill

Dear Bill Bookseller:

JUST a few lines to tell you how glad I am that you and your wife are coming here for the convention—and she won't be lonesome, either—for we are going to have more ladies this time than ever before. You all have talked and heard and read about Washington—all your lives—and now you have a *splendid reason* for coming. I want to make things easy for you so I'm going to offer a few suggestions. Be *sure* to ask for a *certificate* (not a receipt) when you buy your *one way* ticket. Don't wait until your train is ready to pull out before buying your ticket, for it takes a little time to obtain the certificate—get your transportation at least 24 hours before leaving—you can secure it as early as May 4th. Be sure to ask for a certificate with *each ticket* for they all count to make up our quota and when you reach the convention hall, deposit it with our secretary, Miss Belle M. Walker.

Now, just a line about the Colonial Dance. We would like everyone to dress in colonial style—this does not necessarily mean velvets and silks, etc.—but any inexpensive material such as chintz (someone told me to mention this) or any similar material. Of course, no one will be barred if he is not in costume. And the committee of the Women's Booksellers' Association tells me it has a big surprise "up its sleeve" but, honest, Bill, I don't know a thing about it.

I had a dandy interview with President Harding about ten days ago—he is very much interested in our work—and he graciously consented to receive us at the White House, probably on Wednesday, May 10th.

Judging from all reports, everyone is enthusiastic about the convention, and everyone is coming—and I am sure that no one will be disappointed

Now, just *one - last - word,* old boy!

Write to the hotel you have selected and make your reservation *now—don't wait*—there'll be another large convention here the same week *—so don't put it off—sit right down and write.*

I'm looking forward to seeing you, old boy, with genuine feelings of pleasure—for you know that one of the greatest benefits derived from our annual meeting is the hearty clasp of the hand of our old time friends and the spirit of reminiscence which always prevails.

Kindest regards and best wishes to you and yours, from

Yours cordially,

SIMON L. NYE,

Chairman of the
Entertainment Committee.

Merchant Marine Libraries

PRESIDENT HARDING has just accepted the Honorary Presidency of the American Merchant Marine Library Association, of which Herbert Hoover is Honorary Vice-President. Mrs. Henry Howard, the president of the association, was largely instrumental in filling these honorary offices. In accepting the office, President Harding wrote:

"The proposal to supply libraries to American merchant ships, a task which was carried on during the war by the American Library Association, is a most appealing one. The realization of our ambition to establish firmly a great American merchant marine will be brought nearer, very much in the measure of public interest in such efforts as this."

The organization has placed libraries on 138 ships, representing thirty-five steamship companies.

The majority of the books are fiction but a substantial portion of books on non-technical subjects of special interest to seamen seeking to fit themselves for promotion are included. Life in the merchant marine is very monotonous and confining. Only those who have been at sea, earning a living thereby, fully realize the spiritual isolation, as well as the physical isolation, of the sailor. He misses acutely scores of things that people on shore, take for granted; most of all, the society in leisure moments of congenial friends. Thus books, at sea, become far more than so much reading matter. They fill the gaps in lonely lives. Experience has shown that American seamen avail themselves eagerly of books. They are read, and reread—some are literally read to pieces!

To meet the expense of buying the books and maintaining an efficient system of delivery to ships in port, the association urges all who wish to further the service to enroll in the organization. A traveler's membership costs five dollars.

Gold Star Fiction

THE fifth edition of the Gold Star list of American fiction has just been issued by the Syracuse Public Library. The plan of this edition is similar to that of previous lists. It aims to give a view of American fiction from the time of Cooper down to the present month of 1922. It does not pretend to be complete or authoritative, but it does claim to present a representative list of books that are worthy of a place in any library and worth taking home to the family. The selection of the books has been the duty of the Syracuse Public Library staff for a number of years, and the classing of the books by subject was done by Wharton Miller when he was assistant to the librarian. There is a list alphabetical by authors first, the books in this list having short descriptive notes. The classification by subject includes business, character development, college stories, dog stories, famous people, journalism, sea stories, society novels, social problems, stories of the woods, the world war. Stories of places is sub-divided into New England, New York City, New York State and Pennsylvania, the South, the Middle West, California, and the Coast, West and Northwest, Alaska, Mexico and South America, Europe and Asia.

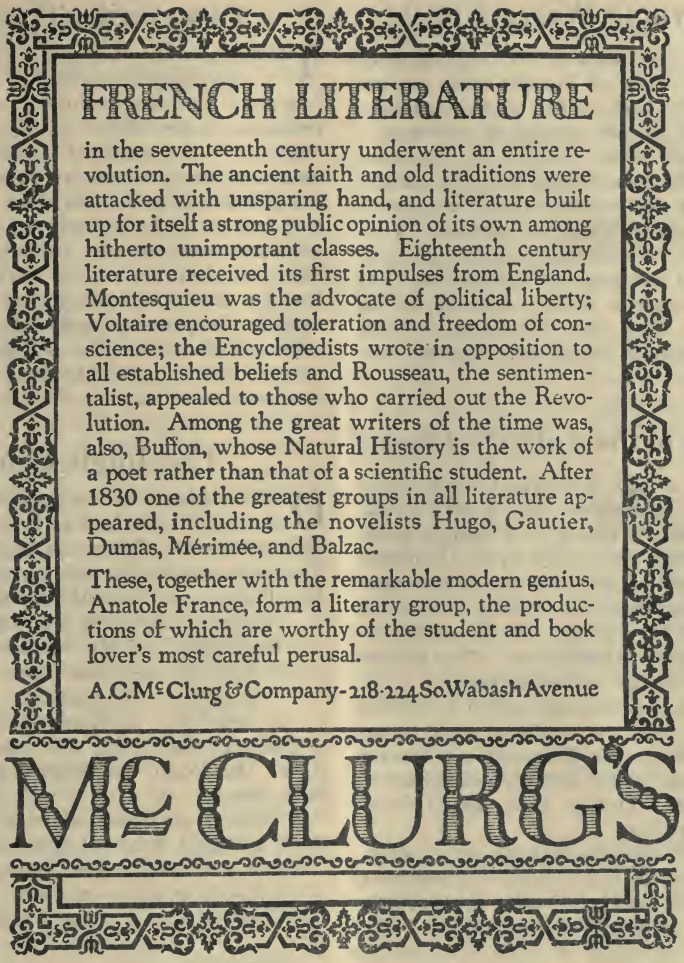
Whitman Material Wanted

EMORY HOLLOWAY is about to undertake a comprehensive new biography of Walt Whitman and plans to incorporate in it the very considerable amount of new material now available. In a recent letter in the New York *Post* he has asked that possessors of unpublished Whitman manuscripts or letters lend them to him for the new book and he promises that such material will be promptly copied and returned. Mr. Holloway's address is Adelphi College, Brooklyn, N Y.

By Our Loving Friends

IN April issue of "The Step Ladder" the organ of "The Bookfellows," an editorial on "Our Foolish Contemporaries" begins with the friendly salutation "The Publishers' Weekly, the official organ of commercialized book production, whose pet phrase is 'the publishing game' runs an editorial entitled 'Book Suppression.' Since the author of this squib has often assailed 'The Step Ladder' . . . we are happy to find ourselves for once in thoro accord."

In the same issue is the word, that the club's pamphlet on "The Judging of Jurgen" is being sold by rare book dealers at $10.00 tho published at 40 c., and that the companion brochure on Hergesheimer is still 40 c.



ONE OF A STRIKING SERIES OF ELEVEN ADVERTISEMENTS.

Institutional Advertising

A VERY interesting experiment in emphasizing the bookstore as an institution or especially emphasizing it by lists of books was shown in a striking series of eleven advertisements which A. C. McClurg & Company ran in the Chicago *Daily News* during November and December. The sample of one of these two-column advertisements as here reproduced shows the eighth in the series. All carried the heading, "Literature—Greatest of All Arts."

The first gave Egypt's Message followed by Greece, Rome, Mediaeval Times, the Mohammedan Era, Renaissance, Spain, France, Modern England, early America, American Writers. Typographically the series is an interesting study of special lettering and border work, as in each case the decorative matter was different and in perfect keeping with the period being represented, the text type remaining the same. As the lettering of the headings was all worked out from typical alphabets of the time, the series made a most interesting study in letter design.

Good Housekeeping Week

GOOD *Housekeeping Magazine* announces that the week from April 20th-27th will be Good Housekeeping Week thruout the United States and that space has been contracted for to advertise the Week in over a hundred newspapers. The National Association of Book Publishers has issued a bulletin, suggesting that some of the ideas used in the March "Useful Books" campaign can be repeated in this connection. Window displays of books which relate to interior decorating, cooking and home managing can be arranged; and the Association suggests as an auxiliary slogan "Build Up the Home Library."

Electrotyping Wages Upheld

THE New York wages in electrotyping shops have been fixed at $59 minimum for another year. This decision has been passed down by Laurence T. Hinch, serving as chairman of the board of arbitration between employers and employees in the electrotyping shops of the city. The employers had claimed that there should be in accordance with general conditions a reductions of $7 from the scale of $59, the contract for which had expired October last. The workers had made a counter-demand for an increase of $5. Both sides introduced evidence as to wages, cost of living and economic conditions.

The Office of the Author's League

THE office of the Authors' League which has been refurnished by some Vassar students is gradually taking on a definite form. It has an old hand press given by the Plimpton Press of Norwood and an old Washington press sent down from the Albany *Argus*, the press on which they turned out the paper announcing Lincoln's assassination. The following inscription hangs at the entrance:

"In this room is furnishment given by several young women who as students came often hither for counsel and discussion of matters pertaining to the written and the printed word. They have been aided in their design by a friend of the college.

"In some such room as this the art of printing was nurtured in a day when the humblest artisan wrought patiently, with love of his task and pride in the perfection of it."

Free Mail Delivery of Books?

A MAN living in the country wants to keep up with new fiction. There is no bookstore near by. His mail is delivered by rural carrier. Often there is a free library in the town from which the mailman starts. Being out of reading matter, he writes for a book. It would be mailed free under a bill Representative Green, Republican, Iowa, has introduced. Once read it would go back free.

The Baby as a Customer

THE importance of the baby as a customer has been pointed out by Marshall Field & Company in a booklet on retailing which has just been issued. Out of every thousand customers it is estimated 240 are below ten years of age. Those who sell children's books, therefore, really may consider twenty-four per cent of the population as potential customers.

Paper Strike Threatens

THE possibility of a paper strike that would involve 100,000 workers is looming up for May 1st. The manufacturers are asking a 10% reduction of the wages of skilled workers, the elimination of a standard rate for unskilled labor, and the abolition of overtime for Sundays, holidays and other time over the regular number of hours each day. The unskilled workers have had two reductions during the past year and the skilled workers one. The first cut embraced both classes and amounted to 15%. In January, unskilled workers had to take another cut of 8 c. an hour. The conferences are being held between the unions and the manufacturers.

The Jingle Contest

DODD, Mead & Company recently offered a prize for the best jingle about "Yollop," George Barr McCutcheon's most recent book. The best contribution was received from Milo Ray Phelps, c-o. Paul Elder's, San Francisco:

A story both timely and touchin'
Is "Yollop" by Mr. McCutcheon;
With its ludicrous theme
It unveils with a scream
A new "bar" in George's escutcheon.

The next best jingle was composed by Mrs. A. F. Murdough, 198 Marion Street, Springfield, Mass.:

"Yollop" by George Barr McCutcheon,
Tho' small, is a book that has much in,
It will help you to greet
Any burglars you meet
Without even weapon or bludgeon.

Jail For Book Borrower

JUSTICE has at last overtaken the man who borrows books and "forgets" to return them. A book-borrower of Babikon, a suburb of Zurich, has been sentenced to two days' imprisonment and a fine of $8 plus the value of the book he failed to return. The Magistrate in passing sentence said: "A book is a family utensil, like furniture, and is necessary for the welfare of the family."

Bibles For The Blind

THE American Bible Society announces that it is bringing out a "small handy volume" of Scripture selections for the blind, according to the New York *Evening Post*. The pages are 7 by 13 inches, and the volume will weigh about a pound. A complete Bible, prepared in the embossed system used for the blind, weighs about 150 pounds and comes in from 11 to 58 volumes.

Communications

THE STATE OF BOOK MANUFACTURE

New York,
April 11, 1922.

Editor, PUBLISHERS' WEEKLY:

Your article in the April 1st issue of your paper on "The Present State of Book Manufacture" is very interesting and timely and unfortunately nearly all of your statements are true.

However, as the responsible head of a plant for the production of good books where the question of price is a secondary consideration and that of quality the first, I would respectfully ask if our books are included in your general criticism? If they are, I would gladly meet a committee of librarians or any other body who may be interested in the improvement, where possible, of American bound books, and have a frank discussion from the side of the reader or user of books and if possible find a remedy for the complaints in your article. Respectfully yours,

C. M. SMITH, Superintendent,
Manufacturing Department,
The Methodist Book Concern.

IT'S NOT A NEW TRICK

April 13, 1922.

Editor, PUBLISHERS' WEEKLY:

The bible swindle you describe in your April 8th issue is a most interesting and ingenious one. I was surprised, however, to note that your caption was "A New Swindling Trick." I remember the same deception as having been practised about fifteen years ago and it probably originated much before then.

Very truly yours,
ARNOLD W. ROSENTHAL.

Periodical Note

The American News Trade Journal prints the following list of important radio magazines: *Radia Digest,* weekly, retail 10c. *Radio News,* monthly, retail 25c. *Radio,* monthly, retail 20c. *Radio Broadcast,* monthly, retail 25c. *Science and Invention,* monthly, retail 25c. Scientific American, monthly, retail 35c. *Popular Radio,* s. m. ,retail 15c. *Q. S. T.,* monthly, retail 20c. *Radio World,* weekly, retail 15c.

Personal

KEITH PRESTON, editor of the famous "Periscope" column in the book pages of the Chicago *Daily News,* is extending his activities in that paper to cover a daily column under the heading "Hit or Miss," which has been conducted by T. K. Hedrick, author of "The Orientations of Ho-Hen." Keith Preston, as is well-known, is a professor of Greek at Northwestern University at Evanston, and has had two collections of his column material published in book form.

Business Notes

CHICAGO, ILL.—The Charles T. Powner Co. will remove May 1st from 33-37 North Clark Street to 62 West Madison Street. It vacates its former address as the buildings are to be torn down and rebuilt for Methodist Church and office purposes.

CHICAGO, ILL.—Frank Rosengren,, who was formerly at 17 East Ohio Street, has opened a shop at 611 North State Street and will carry new publications as well as modern first editions and rare items.

HOBOKEN, N. J.—Mr. Robert Staats, has opened the Front Room Bookshop, at 702 Park Avenue, Hoboken, New Jersey, where may be found all the recent books, together with a stock of second-hand volumes. There is a circulating library connected with his business, and a magazine subscription agency. Mr. Staats will be glad to receive catalogs of all book publishers.

JACKSONVILLE, FLA.—N. Bushloper has opened a second-hand bookshop at 124 West Bay.

NEW YORK CITY—Lieber & Lewis, who have just started in book publishing at 37 Vandewater Street, will issue books in general literature. They have now ready "Calvary" by Octave Mirbeau in English translation.

NEW YORK CITY.—The Russian National Book Store, Inc., has been recently opened at 5 Columbus Circle. The object of the corporation is to centralize on its shelves everything concerning Russia. Its stock consists of Russian classics translated into English, other Russian authors translated into English, books in English on Russian literature and Russian history, books in English on modern Russia, and Russian textbooks and manuals for English students.

MELBOURNE, AUSTRALIA.—James B. Symons, formerly with George Robertson and Co., and more recently with Whitcombe and Tombs, Ltd., having started in business for himself, will be interested in samples and offers from American publishers. Communications should be addressed to him at Box 1578, G. P. O., Melbourne, Australia.

ROCK HILL, S. C.—Young & Hull is a new firm recently started in books and stationery.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

For complete index to new publications, use the Spring Announcement Number, March 11, 1922.

Anderson, Robert Gordon
The Isle of Seven Moons; a romance of uncharted seas and untrodden shores. 6+ 395 p. maps (endpapers) D c. N. Y., Putnam $1.90
The story of a strange quest for a fabulous treasure on a mysterious island.

Andrews, Nelson
Finding youth; a human experience. 61 p. D [c. '21-'22] Bost., The Atlantic Monthly Press bds. $1
An account of how one man found youth and happiness at sixty.

Aston, Francis William
Isotopes. 8+152 p. diagrs. tabs. pls. plans O '22 N. Y., Longmans, Green $3
Partial contents: The radioactive isotopes; Positive rays; The mass-spectrograph; The electrical theory of matter; Isotopes and atomic numbers.

Bacon, Albion Fellows
Consolation; a spiritual experience. 34 p. nar. D [c. '22] Bost., The Atlantic Monthly Press bds. 75 c.

Bassett, Sara Ware
Ted and the telephone; with il. by William F. Fletcher. 223 p. front. pls. D (The invention ser.) c. Bost., Little, Brown $1.65
A story for boys of 14 years and up of the adventures encountered by a boy thru electrical experiments.

Benson, Oscar Jerome
Benson's essays; fear, beauty, love, marriage, death, justice, success, learning, ethics and religion and reading and studying. 41 p front. (por.) O '21 c. '22 N. Y. [Author] c/o New York News, 135 W. 135th St. pap 75 c.; $1.50
A series of essays by a negro author, who is a New York newspaper man.

Bible. Old Testament
The children's Old Testament; by E. B Trist [Mrs. Wm. C. Piercy]; with 36 col. and other illustrations. Various paging O [n. d.] N. Y., Macmillan $3.50
Stories for young readers from the story of creation to the Kings of Israel and Judah.

Bingham, Kate Boyles, and Boyles, Virgil Dillin
A daughter of the Badlands. 259 p. front D [c. '22] Bost., The Stratford Co. $1.75
A love story of the Badlands of South Dakota, where a college girl of Indian-American parentage meets mystery and adventure.

Bolwell, Robert W.
The life and works of John Heywood. 13+ 188 p. (7½ p .bibl.) D (Columbia University studies in English and comparative literature) c. '21 N. Y., [Lemcke & Buechner] $2.50
A study of the life, times and work of this 16th century poet.

Boreham, Frank W.
A handful of stars; texts that have moved great minds. 261 p. D [c. '22] N. Y. and Cin., The Abingdon Press $1.75

Brewster, Rev. H. S.
The simple Gospel. 9+201 p. D c. N. Y. Macmillan $1.50
A study and interpretation of the Sermon on the Mount.

Adams, Walter Sydney, and others
The relationship of absolute magnitude to space-velocity; reprinted from the Astrophysical Journal, v. 54, 1921. 18 p. tabs. charts O (Contributions from the Mount Wilson observatory no. 210) Wash., D. C., Carnegie Institution of Washington pap.

Allen, Jessie M., ed.
Check list of publications issued by the Bureau of plant industry, United States Dept. of agriculture, 1901-1920 and by the divisions and offices which combined to form this bureau 1862-1901. 124 p. O (U. S. Dept. of Agriculture Library. Biographical contributions, no. 3) Wash., D. C., Gov. Pr. Off., Supt. of Doc. apply

Armorial families of America; a genealogical biographical history of American families with armorial bearings approved under seal of the College of arms of Canada; supervised by Viscount Forsyth de Fronsac. [Coles-Ackerman families; prepared under the direction of J. Ackerman Coles in memory of his father Abraham Coles.] 87+244 p. pls pors. coats of arms F ['20] N. Y., National Americana Society, 44 East 23rd St. priv. pr. for subscription only.

Bane, Juliet Lita
Home economics extension service in Illinois 18 p. charts O (Agricultural college and experiment station 248) '21 Urbana, Ill., University of Illinois pap. gratis

Boston, Congregational Library
Seven centuries illustrated in the Congregational library; [foreword by William H. Cobb.] 31 p facsms. (part fold.) O '21 Bost., American Congregational Association pap. apply.

Broderick, John T.
Pulling together; with an introd. by Charles P. Steinmetz. 141 p. D [c. '22] Schenectady, N. Y., Robson and Adee $1
A study of human relations in industry. The chapters include: Autocracy; Clans, cliques and classes; Collective bargaining; How good will is won; Old timers who have gasped; Hard times; Need of strikes outgrown.

Brunner, Mrs. Emma Beatrice Kaufman
The personal touch. 312 p. D [c. '22] N. Y., Brentano's $1.90
A story of love and intrigue in high society.

Burgess, Thornton Waldo
Blacky the crow; with il. by Harrison Cady. 8+206 p. col. front., col. pls. O (Green forest ser.) c. Bost., Little, Brown $1.75
A story of Blacky's mishaps and mischief, told for children from 4 to 12 years.

Cape, Emily Palmer
Lester F. Ward; a personal sketch. 11+208 p. front. (por.) pls. pors. D c. N. Y., Putnam $1.75
A study of the life and work of the American sociologist.

Clapham, Charles Blanchard
Metric system for engineers. 12+181 p. il. diagrs. tabs. O (The directly-useful technical ser.) '22 N. Y., Dutton $6

Clarke, Richard A.
'Pon-a-time tales; with il. by Clara Atwood Fitts. 146 p. D c. Bost., Little, Brown $1.35
Whimsical stories about every-day things of interest to imaginative children.

Copeland, Royal Samuel
Over weight,; guard your health. Among adults the overweights have a greater prospect of early death than have the underweights. 122 p. tabs. D c. N. Y., Cosmopolitan Bk. Corp. $1
Partial contents: Why some folks are fat and other folks are thin; When to begin your fight against flesh; The false gods of reducing; The few foods you should not eat; Summer diets; How to stay thin; What right living does to your complexion; Table of food values.

Daniel, Hawthorne
In the favour of the king; front [in col.] by Gordon Stevenson. 293 p. D c. Garden City, N. Y., Doubleday, Page $1.75
A romance of Spain in the period of Charles V, with the major part of the story set in Mexico.

Davidson, Laura Lee
A winter of content. 217 p. front. D c. '22 N. Y. and Cin., The Abingdon Press $1.50
The record of a winter vacation in Canada.

Day, George E.
Productive swine husbandry; 3rd edition. 363 p. il. O c. '22 Phil., Lippincott $2.50

Day, Martha S.
The ventures of Connie; or, Being married. 85 p. front. D [c. '22] Bost., Stratford Co. $1

Deamer, Dulcie
Revelation. 256 p. D [c. '22] N. Y., Boni & Liveright $2
A romance of Jerusalem during the reign of Tiberius Caesar.

Drake, Durant
America faces the future. 8+339 p. (bibls.) D c. N. Y., Macmillan $2.50
Partial contents: Liberty: Political liberty, Free speech, law and order; Equality: Justice for all, Education for all, The square deal; Democracy: Political democracy, Democracy in journalism, Democracy in industry; Efficiency: Big business, Morale, The common good; Patriotism: America first, Americanization, Faith in America.

Dye, Eva Emery [Mrs. Charles Henry Dye]
The conquest; the true story of Lewis and Clark. 9+443 p. D '22 c. '02 Garden City, N. Y., Doubleday, Page $1.90
Formerly published in 1902 by A. C. McClurg & Co.

Eastwood, R. A.
The organization of a Britannic partnership. 11+148 p. D (Pub. of the University of Manchester; no. 148) '22 N. Y., Longmans, Green $2.50
Partial contents: Representative government; Foreign affairs and defence; Imperial federation.

Eikenberry, William Lewis
The teaching of general science. 13+169 p. (14¾ p. bibl.) D [c. '22] Chic., University of Chicago Press $2
Partial contents: Some historical considerations; Criticism of science teaching; Objectives in science teaching; The subject-matter of the general science course; The general-science teacher.

Ellwood, Charles Abram
The reconstruction of religion; a sociological view. 15+323 p. D c. N. Y., Macmillan $2.25
Partial contents: The social significance of Christianity; Our semi-pagan civilization; The essentials of a social religion; Religion and political life; The opportunity of the Church.

Browning, Eunice
Poems; il. by Art Strader. 72 p. front. pls. O '21 Sacramento, Cal., Wilbur Printing Co. $1.50

Burdge, Howard G.
Our boys; a study of the 245,000 sixteen, seventeen and eighteen year old employed boys in the state of New York. 8+243 p. front. (por.) tabs. charts O (Bureau of vocational training) ['21] Albany, N. Y., State of New York Military Commission apply.

Carothers, F. Edith
Psychological examinations of college students. 82 p. (bibl. footnotes) charts tabs. O (Archives of psychology, no. 46. Dec., 1921; Columbia University contributions to philosophy and psychology; v. 27, no. 3) '22 N. Y., Archives of Psychology, Sub. Sta. 84 pap. $1.25

Curtis, Henry Stoddard
School grounds and play; [with bibliography]. 31 p. O (U. S. Dept. of the Interior; Education bureau; bull. 45, 1921) Wash., D. C., Gov. Pr. O. Supt. of Doc. pap. 5 c.

Duncan, John Charles
Bright and dark nebulae near Orionis photographed with the 100-inch Hooker telescope; reprinted from the Astrophysical Journal, v. 53, 1921. 5 p. pls. O (Contributions from the Mount Wilson observatory, no. 209) Wash., D. C., Carnegie Institution of Washington pap.
The spectroscopic binary boss 3644, Virginis; reprinted from the Astrophysical Journal, v. 54, 1921. 3 p. tabs. diagrs. O (Contributions from the Mount Wilson observatory no. 212) Wash., D. C., Carnegie Institution of Washington pap

Erasmus, Desiderius [surnamed Roterdamus]
Erasmus in praise of folly; with portrait; life of Erasmus and his epistle to Sir Thomas More; il. with many curious engravings, designed, drawn, and etched by Hans Holbein. 16+326 p. front. (por.) pors D '22 N. Y., Peter Eckler, P. O. Box 1218, City Hall Sta. $2

Frank, Tenney
Vergil; a biography. 200 p. O c. N. Y., Holt $2
A short account of the life and times of Vergil.

Gregor, Elmer Russell
Spotted deer. 239 p. front. D c. N. Y., Appleton $1.75
What happened to a young Delaware Chief who was captured by the Shawnees, and whose tribe made every effort to free him.

Gould, Gerald Blenkiron
Judging coal values; the practical problem of selecting and buying eastern coals. 52 p. col. fold. map, charts (part col.) diagrs. (part col.) O c. '21 N. Y., Fuel Engineering Co. of New York, 116 E. 18th St. bds. $3
A book for the business man in which the subject is treated in non-technical terms.

Hall, Newton Marshall, D.D.
Tales of the far-off days; with illustrative material from English and American literature. 10+274 p. col. front. il. pls. D (Stories of the commonwealth of Israel) [c. '22] Bost., Ginn 84 c.
Stories from the Old Testament for boys and girls of the upper grammar grades.

Hamilton, Cosmo
The rustle of silk; with il. by George Wright. 226 p. front. pls. D c. Bost., Little. Brown $1.90
The love story of a British Cabinet member and a London shop keeper's daughter.

Hart, William S.
The golden west boys, Injun and Whitey to the rescue; il. by Harold Cue. 305 p. front. pls. D (The Boys' golden west ser.) c. Bost., Houghton Mifflin $1.75
The third and last volume of the series. Here they find themselves caught in the war between the cattle men and the sheep-owners.

Heywood, John. *See* **Bolwell, Robert W.**

Holland, Cornelius Joseph
The divine story; a short life of our Blessed Lord written especially for young people. 9+223 p. front. (por.) pls. D [c. '09-'22] N. Y., Blase Benziger & Co. $1
Formerly published in 1909 by J. M. Talley, Providence, R. I.

Hughes, Rupert
Souls for sale. 405 p. D [c. '22] N. Y., Harper $2
A novel of studio life at Hollywood, California, today

Julian, H. Forbes, and Smart, Edgar
Cyaniding gold and silver ores; a practical treatise; 3rd edition. 417 p. il. O c. '22 Phil., Lippincott $12.50

Kelley, William Valentine
The open fire and other essays. 346 p. D [c. '22] N. Y. and Cin., The Abingdon Press $2
A collection of fourteen essays among which are: Visible values in Robert Browning; Some newspaper verse; The vogue and versatility of Wonderland Alice; Humility.

Kershner, Frederick Doyle
Sermons for special days. 10+223 p. D [c. '22] N. Y., Doran $1.50
Discourses for fifteen special days of the year including Lincoln's Birthday, Easter, Mother's Day, Memorial Day, Armistice Day and Christmas.

Lamartine, Alphonse Marie Louis de Prat de
Poèmes choisis; ed. by J. L. André Barbier. 56+168 p. (3½ p. bibl.) D '21 N. Y., Longmans, Green $1.35

Lamb, John
Questions and answers relating to Diesel, semi-Diesel and other internal combustion engines, air compressors, etc. 209 p. obl. S [c. '22] Phil., Lippincott $2.50

Lapp, John Augustus
Economics and the community; il. with photographs. 14+366 p. (1½ p. bibl. and bibl. footnotes) il. facsms. D c. N. Y., Century Co. $1.75
A text-book for high schools.

Le Gallienne, Richard, ed.
The Le Gallienne book of English verse; with an introd. by [the editor]. 29+561 p. S c. N. Y., Boni & Liveright $3.50
An anthology from the Tenth Century to the present day.

Lyons, Maurice F.
William F. McCombs; the president maker. 147 p. front. (por.) pors. facsms. D [c. '22] Cin., The Bancroft Co., 301 Mercantile Library Bldg. $1.50
Partial contents: The prenomination campaign; The Baltimore Convention; The matter of the French ambassadorship, etc.

McAdam, D. J.
Einstein's relativity; a criticism. 204 p. D [c. '22] Bost., Badger $2
The author criticizes as illogical arguments of Einstein's theory.

McCann, Frederick John
The treatment of common female ailments. 7+152 p. O '22 N. Y., Longmans, Green $3
A book for physicians on the common ailments of women encountered in the course of an ordinary general practice.

MacCarthy, Francis Hamilton
The healthy child from two to seven; a handbook for parents, nurses and workers for child welfare; containing the fundamental principles of nutrition and physical care, including sections on child nature, training and education, and safeguarding the nervous system during the pre-school years. 14+235 p. D c. N. Y., Macmillan $1.50

Farr and Company
Manual of sugar companies. 2+30 p. D [c. '21] N. Y., Farr and Company, 133 Front St. gratis

International Conciliation
1. Correspondence between Mr. Lloyd George and Sir James Craig on the position of Ulster. 2. Articles of agreement establishing the Irish free state. 3. Irish free state (agreement) bill; April, 1922. various paging D (No. 173) N. Y., American Association for International Conciliation pap.

McGibeny, Donald
Slag; a story of steel and stocks. 311 p. D [c. '22] Indianapolis, Ind., Bobbs-Merrill $1.75
A novel of industrial unrest in the great steel mills.

McKinney, James, and Simons, A. M.
Success through vocational guidance; occupation analysis. 270 p. tabs. O [c. '22] Chic., American School, Drexel Ave. and 58th St. $2

Maurois, André
General Bramble; tr. from the French by Jules Castier and Ronald Boswell. 182 p. D [c. '22] N. Y., Dodd, Mead $1.75
A continuation of the sprightly adventures of Colonel Bramble.

Mirbeau, Octave
Calvary; a novel; tr. by Louis Rich. 266 p. D c. N. Y., Lieber & Lewis, 27 Vandewater St. $2
The story of a man crucified by his love for a wilful woman.

Morgan, Lewis H.
Leagues of the Ho-de-no-sau-nae of Iroquois; [2 v. in 1] maps O '22 N. Y., Dodd, Mead $7.50

Myers, Denys Peter
Manual of collections of treaties and of collections relating to treaties. 47+685 p. O (Harvard bibliographies; library ser., 2; Printed at the expense of the Richard Manning Hodges fund) c. '22 Cambridge, Mass., Harvard University Press $7.50

O'Donovan, Gerald
Vocations. 334 p. D [c. '22] N. Y., Boni & Liveright $2
The story of the religious life of a family, and the plans they have for the two daughters, who are to become nuns.

Ogden, Harriet V. C.
Then came Molly; front. by Elizabeth Pilsbry. 318 p. D c. Phil., Penn Pub. Co. $1.75
The story of the battle for success made by a girl from a quiet southern plantation, when she goes to New York to study art.

Packard, Frank Lucius
Doors of the night. 297 p. D [c. '22] N. Y., Doran $1.75
How one man was both the notorious leader and hunted prey of New York's underworld.

Redwood, Sir Boverton
Petroleum; foreword by Sir Frederick W. Black; 4th ed.; 3 v. 1303 p. (bibl.) tabs. pls. il. diagrs. maps O '22 Phil., Lippincott $39

Rees, Arthur John
The moon rock. 258 p. D c. N. Y., Dodd, Mead $2
A detective story in which a fantastically shaped rock appears to be the sinister influence in a baffling crime.

Robertson, James Alexander, D.D.
The spiritual pilgrimage of Jesus; the Bruce lectures, 1917. 287 p. D ['21] Bost., The Pilgrim Press $2.25

Russell, Charles M., ed.
Rawhide Rawlins stories; il. by the author. 60 p. Q c. '21 Great Falls, Mont., Montana Newspaper Assn. pap. $1

Russell, Frank A.
The ashes of achievement. 336 p. D c. N. Y., Brentano's $1.90
A story of Australia with the plot laid in Sydney and Melbourne and having to do with the love of two men for a woman. This novel was awarded the first prize as the best Australian novel for 1921.

Sanford, Fernando
How to study; illustrated through physics; [introd. by Frank M. McMurry.] 56 p. D (How to study ser.) c. N. Y., Macmillan pap. 80 c.

Scheffer, J. G. de Hoop, D.D.
History of the Free churchmen called the Brownists and Pilgrim Fathers in Holland; tr. from the Dutch by [the author]; ed. by William Elliot Griffis. 265 p. D '22 Ithaca, N. Y., Andrus & Church $3

Schlesinger, Arthur Meier
New viewpoints in American history. 10+299 p. O c. N. Y., Macmillan $2.40
Partial contents: The influence of immigration on American history; The decline of aristocracy in America; Radicalism and conservatism in American history; The American Revolution; The significance of Jacksonian democracy; The riddle of the parties.

Scott, Miriam Finn [Mrs. Leroy Scott]
Meeting your child's problems. 11+231 p. D c. Bost., Little, Brown $2
Partial contents: The normal home; The child who lags behind; Making our dreams come true; Our friends and our children; How to break the rules; When parents are vices.

King, Arthur Scott
The electric furnace spectrum of scandium; reprinted from the Astrophysical Journal, v. 54, 1921. 17 p. tabs. O (Contributions from the Mount Wilson observatory no. 211) Wash., D. C., Carnegie Institution of Washington pap.

Miller, W. S.
Age-grade-score sheet. 2 p. (in duplicate) charts O (Miller mental ability test) c. '21 Yonkers, N. Y., World Bk. Co. pap. ea. 10 c.
Examination: form A [with key]. 4 p. O (Miller mental ability test) c. '21 Yonkers, N. Y., World Bk. Co. pap. 25 for $1
Miller mental ability test; for grades 7 to 12 and for college freshmen; Manual of directions. 22 p. tabs. D [c. '21] Yonkers, N. Y., World Bk. Co. pap. 20 c.

National (The) Committee for Better Films, comp.
Selected pictures for the family program, young people and special entertainments; January 1, 1921 to December 31, 1921; 7th annual catalogue, issued January, 1922. 23 p. O c. '22 N. Y., The National Bd. of Review of Motion Pictures, 70—5th Ave. pap. 25 c.

Roger, John
Cravitational forces. 34 p. tabs. charts (part fold.) S [c. '20] N. Y. [Author] 32 W. 40th St., pap. gratis
The primary element. 26 p. tabs. chart S c. '21 N. Y., [Author], 32 W. 40th St. pap. gratis

Russell, Charles M.
Tales of adventure told during the early ranching days in Montana. Among them are: A ride in a moving cemetery; Highwood Hank quits; How Pat discovered the geyser; Some liars of the old west; Bronc twisters; The horse.

St. John, Charles Edward, and Nicholson, Seth B.
On systematic displacements of lines in spectra of Venus; reprinted from the Astrophysical Journal, v. 53, 1921. 12 p. tabs. chart O (Contributions from the Mount Wilson Observatory no. 208) Wash., D. C., Carnegie Institution of Washington pap.

Sedgwick, Anne Douglas [Mrs. Basil de Selincourt]
Adrienne Toner; a novel. 374 p. D c. Bost., Houghton Mifflin $2
The story of an Anglo-American marriage.

Seegers, John C., D.D.
The church for the ages; her message, principles, worship, character. 63 p. S [c. '20] Phil., The United Lutheran Pub. House, 9th & Sansom Sts. 60 c.
Partial contents: The Lutheran Church in America; A look into the Lutheran faith; The democracy of the Lutheran Church; The permanency of the Lutheran Church.

Shepperson, Alfred B., comp.
Cotton facts; a compilation from official and reliable sources of the crops, receipts, stocks, exports, imports, visible supply sales, prices, consumption and manufacturing output of cotton and cotton products in the United States and other countries for a series of years; also cotton mill statistics of th United States, Europe, India, etc., the reports of condition of growing crops, issued by the U. S. Dept. of Agriculture and the cotton acreage and yield of each state and county in the South according to the U. S. census, etc. [46th annual edition]; rev. and enl. by C. W. Shepperson. 180+100 p. front. (por.), tabs., fold. map S '21 c. '76-'20 N. Y., Shepperson Pub. Co., Cotton Exchange Bldg. $1.50

Sinclair, May
The combined maze. 393 p. D '22 c. '13 N. Y., Macmillan $2
Formerly published by Harper and Bros. in 1913.

Somerville, Charles
The shriek; a satirical burlesque; with il. by the author. 152 p. D [c. '22] N. Y., W. J. Watt $1.25
A travesty on highly colored novels of the Orient.

Spencer, Mary Etta
The resentment. 216 p. D [n. d.] Phil., The A. M. E. Book Concern, 631 Pine St. $1.75
A novel in which are discussed the problems of the negro race of today.

Stidger, William Le Roy
Flames of faith; introd. by Edwin Markham. 204 p. D [c. '22] N. Y. & Cin., The Abingdon Press $1.25
Studies of contemporary poets among whom are: Angela Morgan, Edna St. Vincent Millay, Joyce Kilmer, John Drinkwater, J. W. Riley and Edgar Guest.

Stout, Arlow Burdette
Gardening; an elementary school text treating of the science and art of vegetable growing; il. with photographs and diagrs. and with pen drawings by Mary E. Eaton and others. 13+354 p. front., il., tabs., plan D (New-world science ser.) c. Yonkers, N. Y., World Book Co. $1.60
The theory and practice of gardening for children are here discussed by the director of the laboratories, New York Botanical Garden. The contents of the book have been made applicable to all sections of the United States.

[Strickland, William, and others.]
The British draughts-player; a course of studies on the principles and practice of the game of draughts; being an analysis of all the openings with copious notes, variations and instructions to learners and students; by various authors to which is added the two-move restriction openings; 3rd edition. 432 p. il. S [n. d.] Phil., McKay $1.50

Stringer, Arthur John Arbuthnott
The prairie child; il. by E. F. Ward. 382 p. front., pls. D [c. '22] Indianapolis, Ind., Bobbs-Merril $2
In which the Prairie Mother faces some delicate problems of married life and her boy helps her to face the realization that her husband no longer loves her.

Shuler, Marjorie
Congress and its work under the party system. various paging S [c. '22] Brooklyn, N. Y., Stebbins & Co. pap. 25 c.
Defeating the voters at the polls. various paging S [c. '22] Brooklyn, N. Y., Stebbins & Co. pap. 25 c.
Political party control; its purpose and methods. 32 p. S [c. '22] Brooklyn, N. Y., Stebbins & Co. pap. 25 c.
Political party finances; their origin and uses. various paging S [c. '22] Brooklyn, N. Y., Stebbins & Co. pap. 25 c.
The State legislature and its work under the party system. various paging S [c. '22] Brooklyn, N. Y., Stebbins & Co., 1427 Union St. pap. 25 c.

Sinnett, Charles Nelson, comp.
The Coombs family of Newburyport, Mass. 36 p. (typewritten) Q ['20] Brainerd, Minn. [Author], Box 278 pap. apply
History of the Rogers families in Maine. 42 p. (typewritten) F ['20] Brainerd, Minn., [Author], Box 278 pap. apply
The history of the Snow families of Maine. 55 p. (typewritten) F ['20] Brainerd, Minn., [Author], Box 278 pap. apply
The Reed family of Topsham and Brunswick, Maine. 34 p. (typewritten) F ['20] Brainerd, Minn., [Author], Box 278 pap. apply
The Winchell family of Maine. 21 p. (typewritten) Q ['20] Brainerd, Minn., [Author], Box 278 pap. apply

Stebbins, Charles Maurice
Tammany hall; its history, organization and methods. 96 p. D [c. '21] Brooklyn, N. Y., Stebbins & Co., 1427 Union St. pap. 30 c.

Stein, Arthur, and Stewart, Wililam Holmes
Pneumoperitoneal Roentgen-ray diagnosis; a monograph with atlas. 73 p. pls. [36] O [c. '21] Troy, N. Y., The Southworth Co., State Bank Bldg. $30

Stiles, Arthur Alvord
Table for obtaining differences of elevation and horizontal distances from vertical angles and stadia distances; designed by A. A. Stiles; [computed by A. F. Buchanan and John B. Upchurch]. 4+141 p. Q (Bull. no. 11) '21 Austin, Tex., The State of Texas. Reclamation Dept. pap. gratis

Stout, George Frederick
The nature of universals and propositions. 18 p. O (British academy ;annual philosophical lecture; Henriette Hertz trust) '22 N. Y., Oxford University Press pap. 70 c.

Thoughts reflected in the mirror of life; by A soul that has passed beyond. [verse] 24 p. O c. '21 N. Y., Dutton bds. $3 [priv. pr.]

Poems received thru the medium of the Ouija board.

Tourtoulon, Pierre de

Philosophy in the development of law; tr. by Martha McC. Read; with an editorial preface by Morris R. Cohen; and an introd. by Andrew A. Bruce. 61+563 p. O (The modern legal philosophy ser.) c. N. Y., Macmillan $5

This volume classifies the leading philosophers, sets forth salient passages from their works, and critically analyzes the relation of their doctrines.

Tout, Thomas Frederick

France and England; their relations in the Middle Ages and now. 8+168 p. D (Publications of the University of Manchester, no. 147) '22 N. Y., Longmans, Green $2.50

Townsend, Reginald T., ed.

The Country life book of building and decorating. 100 p. col. front., pls., plans F '22 c. '21-'22 Garden City, N. Y., Doubleday, Page bds. $3.

Partial contents: Building in brick; Careful planting adds to the beauty of the home; Furnishing and decorating the complete house; Six suggestions for country houses; What we should know about plumbing; Solving the radiator problem; Why waste the cellar?; The house that will not catch fire.

Tyson, J. Aubrey

The scarlet tanager. 340 p. D c. N. Y., Macmillan $1.75

A story of the Secret Service and diplomatic intrigue in the year 1920.

Vincent, Swale

Internal secretion and the ductless glands; 2nd edition. 20+422 p. pls., diagrs., il., tabs., charts O '22 N. Y., Longmans, Green $8.50

This new edition contains much new material and many new illustrations. The book has been out of print since 1914.

Virgil. *See* **Frank, Tenney**

Wagner, Henry Raup, comp.

The plains and the Rockies; a bibliography of original narratives of travel and adventure, 1800-1865. 194 p. O '21 San Francisco, Cal., John Howell, 328 Post St. bds. $10 [300 copies]

Wallington, W.

Chats on photography. il. 182 p. D [c. '22] Phil., Lippincott $1.50

Walker, Joseph

The story of George Washington. 182 p. front. (por.) pls. D (Famous Americans for young readers) [c. '22] Newark, N. J., Barse & Hopkins $1.25

For children of the intermediate grammar grades.

Ward, Rev. J. W. G.

Parables for little people; fifty-two sermonettes; with an introd. by Rev. G. Campbell Morgan. 13+219 p. D [c. '21] N. Y., Doran $1.50

A sermonette for each Sunday in the year.

Williams, Arthur Lukyn, D.D., tr.

Tractate Berakoth; benedictions; Mishna and Tosephta; tr. from the Hebrew with introd. and notes. 24+95 p. D (Translations from early documents, ser. 3; Rabbinic texts) '21 N. Y., Macmillan $2

Wilson, Robert Morrison.

The clinical study of the early symptoms and treatment of circulatory disease in general practice; with a foreword by Sir James Mackenzie; with 111 il. in the text. 16+246 p. O '22 N. Y., Oxford University Press $4

Woodhouse, Thomas

Yarn counts and calculations; with 10 il. in the text. 8+120 p. O (Oxford technical manuals) '22 N. Y., Oxford University Press $2.10

U. S. Bureau of Education

Present status of music instruction in colleges and high schools, 1919-20; report of a study made under the direction of the United States Bureau of education by a joint committee of the National education association, and Music supervisors' national conference. Osbourne McConathy, chairman. Earl W. Gehrkens, Edward B. Birge. 53 p. tabs. O (Dept. of the Interior; Bull. 1921, no. 6) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 10 c.

United States Senate. Committee on Finance

Hearings before the Committee on finance, United States Senate on the proposed Tariff act of 1921; H. R. 7456; Free list, Schedule 15; rev. and indexed. 4367—5057 p. O '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

U. S. Treasury Department. Public Health Service. Venereal Diseases Division

You and your boy; parents are best teachers for their children. 4 p. S (V. D. B. 71) '22 Wash., D. C., Gov. Pr. Off., Supt of Doc. pap 5 c.

Walters, Francis Marion, and Davis, Raymond

Studies in color sensitive photographic plates and methods of sensitizing by bathing. various paging tabs. diagrs. pls. Q (U. S. Dept. of Commerce; Bu. of standards; Scientific papers, no. 422) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 15 c.

Warner, Frances Lester

Merry Christmas from Boston. 20 p. il. S '21 Bost., Atlantic Monthly Press apply

Watson, Floyd Rowe

Sound-proof partitions. 85 p. il. pls. O (Engineering experiment station, bull. 127) '22 Urbana, Ill., University of Illinois pap. 45 c.

Webb, E. A.

The records of St. Bartholomew's priory and of the church and parish of St. Bartholomew the Great, West Smithfield; 2 v. 56+558; 20+618 p. pls. il. genealogical tabs. O '22 N. Y., Oxford University Press $37.80

Wigent, Zella

Poultry for the farm and home. 71 p. il. O c. '21 Chic., International Harvester Co., inc., Agricultural Extension Dept. pap. 10 c.

Williston, Samuel, ed.

A selection of cases on the law of contracts; ed. and annotated by Samuel Williston; 2nd ed. 20+1064 p. O '22 Bost., Little, Brown $9

Wilson, Harold David

Dry laws and wet politicians. 168 p. front. (pors.) pls. D c. '22 Bost., Mass., International Publishers, 33 Newbury St. pap. 50 c.

Rare Books, Antographs and Prints

HENRY WATTERSON bequeathed his library and pictures to the Louisville Public Library.

Charles D. Abbott of Haverford College, Haverford, Pa., is gathering material for a life of Howard Pyle, the artist, and will appreciate it if any one possessing letters or information will communicate with him.

The library of the late Col. Millard F. Bingham of Easton, Md., embracing books relating to Napoleon and his wars, the Civil War, general American history and miscellaneous literature, will be sold by Stan. V. Henkels in Philadelphia April 26 and 27.

The gift to the University of California of Herbert Howe Bancroft's library of 60,000 volumes and 500 manuscripts rich in material concerning the history of the Far West and the recent formal announcement of the gift of Henry E. Huntington's famous library to the people of Southern California raises the State of California to a proud position so far as its literary possessions are concerned.

The first international exhibition of etchings in this city will be held by the Brooklyn Society of Etchers at the Anderson Galleries during the remainder of this month. It will present a comprehensive view of the best contemporary work of American and foreign artists and will give the opportunity to compare the work of native artists with those of other countries.

An autograph letter of Bismarck's addressed to the Prussian Minister of War, Gen. Bronsart von Schellendorf, December 24, 1886, contains words that are almost prophetic: "If God wills that we shall be defeated in the next war, then there can be no doubt that our victorious opponents will halt at no expedient to prevent us from getting on our feet again—at least for a generation—just as they did in 1807. . . . The present German Empire would not remain intact after a lost campaign, as witness the Reichtag election and partisan ascerbities, which prove how readily patriotism is forgotten when partisan interests find out it is desirable to court favor abroad. A victorious France would find our opposition parties equally servile as did Napoleon the Rhenish League in his day."

The private libraries of Louis Mohr of Chicago, the late Mary L. Rogers of Boston, and other collections, comprising library sets, first editions, manuscripts, publications of famous presses, Americana, ornithological and colored plate books, oriental paleography and miniatures, were sold at the American Art Galleries April 11 and 12, 948 lots bringing $57,979. This sale immediately followed that of the Butler first editions and the same lively competition and good prices characterized it. William R. Hearst was present at several sessions and was perhaps the largest buyer. The outstanding lot of the sale was a "Commonplace Book" in the handwriting of Charles Lamb containing some seventy small quarto leaves consisting of extracts from Garrick's plays, poems, notes and comment, which brought $2,650 and went to Charles Sessler of Philadelphia.

On May 2 to 6 inclusive the library of the late Theodore N. Vail of this city will be sold at the Anderson Galleries. It was generally supposed that this splendid collection was the property of the people of Morristown, N. J., as it was bequeathed to them under conditions which apparently were not complied with. This will undoubtedly be the most important sale of the season in this country as the library contains the Four Folios of Shakespeare, the Second and Third from the library of Robert Hoe; a large variety of the choicest colored plate books by Alken, Cruikshank and Rowlandson; an extensive collection of the first editions of Dickens and Thackeray, the former with manuscripts and original drawings; the Kilmarnock Burns, "Paradise Lost" with the first title-page, and the editio princeps of "Imitatio Christi"; a large collection of autograph letters and relics of Washington including a complete set of the "Dictionary of Arts and Sciences" with his autograph and bookplate in each volume; original letters of John Eliot and a copy of his Indian translation of the Bible, and much Americana including many lots of extreme rarity. Collectors and dealers will need to work quickly, for the short announcement gives no time for delay.

Several readers of this department have called our attention to a catalog of sixteen pages, without a bookseller's imprint, purporting to list "rare, limited and privately printed belles lettres and classical literature" and stating that orders would be limited to "educators, lawyers, doctors and members of the learned professions." A single glance is sufficient to show that the person issuing this catalog is embarking on dangerous waters and

knows it. A closer examination reveals just the class of patronage that is solicited; for instance, of Burns's "Merry Muses" the cataloger says: "He (Burns) gathered the folk songs of the countryside which were fast disappearing in oblivion, and set them before an admiring world. Many of them were such as a nature that they could not be published with his collected works. . . . The rarity of the work will merit the appreciation of those of mature age." Of "Ananga Ranga" he declares that "it is impossible not to admire the delicacy with which the author has handled an exceedingly delicate subject." Of "Poetica Erotica" he states that "the text of the verses printed before 1800 manifests to us, quite clearly, the change in literary expression from the time when writers used plain language to express their thoughts. Since 1800 there has been much fine erotic verse, but the poets use a more discriminating vocabulary and a subtlety of thought that differentiates them from the apparent frankness of the earlier times." He terms "Aphrodite" the "frank and ardent romance of a famous courtesan who prides herself on her freely chosen place in society; the tale of her passions, her romances and her intrigues with the Queen's lover." We could make other quotations even more illuminating but we prefer to use the less objectionable. We are informed that when an order with an inquiry about a book that was not on the list was sent it brought back the reply, "We have pretty nearly everything that is interesting and worthwhile but why write when you are so near. Come in and see us. *This is the best way.*" These are not the earmarks of the legitimate bookseller trading with "educators" and "the learned professions," but rather that of the purveyor of the forbidden, the prurient and the pornographic. God forbid that he should masquerade as a rare book dealer. And if trouble comes to him, as it will sooner or later if he continues, booksellers will find worthier objects for sympathy.

F. M. H.

Auction Calendar

Monday and Tuesday afternoons, April 24th and 25th, at 2:30 o'clock. The typographical library of the late Alexander W. Collins, of Pittsburgh, together with an unusual collection of trials, early and curious medical works and other interesting books. (Items 706). The Anderson Galleries, 489 Park Avenue, New York City.

Wednesday and Thursday afternoons, April 26th and 27th, at 2:30 o'clock. The valuable library of the late Col. Millard F. Bingham, Easton, Md., embracing books relating to Napoleon Bonaparte and his Wars, General American History, the Civil War, etc. (No. 1300; Items 667). Stan V. Henkels, 1304 Walnut Strreet, Philadelphia, Pa.

Friday afternoon, April 28th, at 2:30 o'clock. The library of the late William Winter containing autograph letters of Thomas Bailey Aldrich, Mary Anderson, Ellen Terry, Edwin Booth, Joseph Jefferson, etc. (No. 230.) The Walpole Galleries, 12 West 48th Street, New York City.

Monday evening, May 1st, at 8:15 o'clock. The famous William C. Antwerp collection of early printed books, rare manuscripts, royal documents, etc. (Items 50.) The American Art Association, Madison Square South, New York City.

Tuesday and Wednesday afternoons and evenings, May 2nd and 3rd, at 2:30 and 8:15 o'clock. (Items 1020.) The American Art Association, Madison Square South, New York City.

Tuesday evening, Wednesday afternoon and evening, Thursday, Friday, Saturday afternoons, May 2nd, 3rd, 4th, 5th, 6th, at 2:30 and 8:15 o'clock. The splendid library of the late Theodore N. Vail, of New York, comprising rare Americana, a large variety of the choicest color plate books by Aiken, Cruikshank and Rowlandson, etc. (Items 1358.) The Anderson Galleries, 489 Park Avenue, New York City.

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Under these headings subscribers are charged 15c *a line (no charge for address); non-subscribers* 20c *a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.*

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] *after their firm name. The appearance of advertisements in this column, or elsewhere in the* WEEKLY *does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

ANNOUNCEMENT

The new revised list of "PRIVATE BOOK COLLECTORS IN THE UNITED STATES" will be ready for delivery early in September.

As the number of copies will be strictly limited to 300, these will first be offered to the purchasers of the previous edition, after which the remaining copies will be reserved for dealers and librarians who file their applications before publication.

The list is being very thoroly overhauled thru direct correspondence, many eliminations will be made and a large number of new names of collectors added. A Canadian list will also be included.

Immediate application for copies is advisable.

THE PUBLISHERS' WEEKLY.

BOOKS WANTED

American Antiquarian Society, Worcester, Mass.

Any volumes of the Columbian Centinel, Boston newspaper, 1790-1832.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Webster's New International Dictionary, latest ed.
Funk & Wagnall's Standard Dictionary, latest ed.
Complete Set Carroll's Interpretation of the English Bible.
E. O. Excell's Triumphant Songs, No. 2.
Hasting's Bible Dictionary, single volume.
The Old Peabody Pew.

American Library Service, 500 Fifth Ave., New York City

National Geographics, 1888-1907, volumes and odd issues for all these years.
International Encyclopedia.
Encyclopedia Britannica.
Drama, Play-bills, Prints, Extra-illustrated books.

Aries Book Shop, 116 Delaware Ave., Buffalo, N. Y.

Shakespeare's Works, Edinburgh Folio, Edition by W. E. Henley, Stokes.
History of Bucalo, W. Ketcham.
Life and Times of Redjacket, Stone.
History of Buffalo, W. Ketcham.
Life of Joseph Brant, Stone.
Proctor's Journal.
Narrative of Captivity of Gilbert Family.
Pen and Ink Drawing, George H. Bartlett.

Wm. Ballantyne & Sons, 1409 F Street, N. W., Washington, D. C.

Coffin, Winning His Way.
Lane, Mills of God.
Le Gallienne, Omar Repentant.

Barnies's Bookery, 727 E. St., San Diego, Calif.

Christian Science Hymnals, etc.
Esperanto, Anything.
Gaelic, Out of Print or rare.
Pomeroy, Rev., Methodism, Anything.
Sacred Books East, 34-38, Vedanta Sutra, 1 and 2.

Beacon Book Shop, 25 West 47th St., New York

Synge, Book of Discovery, Putnam.
Hough, Magnificent Adventure, Appleton.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York City

Universal Lumber, A B C 5th Code.
Shepperson Cotton, Samper's Code.
Western Union, Lieber's, 5-letter Codes.
Any American-Foreign Language Code.

Benziger Brothers, 36 Barclay St., New York, N. Y.

Rickaby, Of God and His Creatures.

Arthur F. Bird, 22 Bedford St., Strand, London, W. C. 2, England

Architecture, number 1, volume XLIV.

The Bobbs-Merrill Co., Indianapolis, Ind.

Northwestern Reporter, vols. 68-74 incl., vols. 77-87 inclusive, volumes 80, 90, 92, 94, 95, 100; volumes 129-133 inclusive.
If you can supply any of the above volumes kindly quote us your best price and state condition of the binding.

The Book Shelf, 112 Garfield Place, West, Cincinnati, O.

Science and Health, Eddy, not later than eighth edition.

BOOKS WANTED—Continued

The Book Shelf—Continued

Idyll of Twin Fires, Walter Prichard, pub. by Doubleday.
Book on Weeds.
Sinbad, large illustrated edition.
Defense of Nonsense, Gilbert Chesterton, pub. by Dodd.
Book of Apocrypha, W. O. E. Oesterley, pub. by Revell.

Book Shop of the Glass Book Store, Duluth, Minn.

Dr. Heidenhoff's Process, by Edward Bellamy.
Mauva's Revenge, Haggard.
Red Eve, Haggard

Charles L. Bowman & Co., 118 East 25th St., New York City

Lees, Complete Guide to Game of Draughts.
Tooley, Life of Florence Nightingale.
Oppenheim, Amiable Charletan.
Eliot, Silas Marner, any edition with colored plates.
Oppenheim, New Tenant.

Brentano's, Fifth Ave. and 27th St., New York City

Hawthorne, Nathaniel, The Scarlet Letter, first ed.
Dickens, Charles, Tale of Two Cities, first ed.
Yanell, Practical Healing.
Lady Dunbar, Chow Chow.
Huneker, Painted Veils.
Life of George Eliot, 3 vols., Gross.
Letters of the Wordsworth Family from 1787-1885, 3rd, Dorothy Wordsworth.
Bibliotheca Americana, sometimes called Vol. III, covering period 1850 to March, 1858, Roorbach.
Outward and Homeward Bound.
First Men in the Moon, H. G. Wells.
History of Classical Scholarship, Sandys.
Register of the Charlestown, Mass. Schools, 1847-1873, J. E. Stone and P. H. Gob.
My Strange Life, J. Clode.
Life of Mrs. Eddy, G. Milmine.
Romance of Sorcery, Rohmer.
Laboratory Manual for Psychological Experiments, C. H. Judd.
Among the Indians, Henry A. Boller.
Weasel Family and Its Allies, M. Petersen.
Intimate Life of Alexander Hamilton, A. McL. Hamilton.
Collection of Facts and Documents Relative to Death of Major General Alex. Hamilton.
The Sister of San Sulpicio, Valdes.
Jose, Valdes.
The Joy of Captain Ribot, Valdes.
The Way and the Life, Mozondar.
Tertium Organum, Ouspewsky.
Sons and Fathers, Harry Stillwell Edward.
Gass, Journal of the Lewis and Clark Expedition, reprinted from the edition of 1811 with an introduction by Dr. James K. Hosmer.
Natural Religion, Max Muller.
Woman, Past, Present and Future, August Bebel.
Poetry and Dreams, F. C. Prescott.
Yensie Walton, Mrs. S. R. Graham Clarke
Yensie Walton's Womanhood, Mrs. S. R. Graham Clarke.
Herbert Gardenell's Children, Mrs. S. R. Graham Clarke.
Treasure Seekers, Crockett.
Sir Toady Lion, Crockett.
The History of Hindu Chemistry, P. P. Ray.
Dona Perfecta, Perez Galdos.
Arcane Volume, pub. Antiquarian Society.
Crucifixion by an Eye Witness.
Chess Manual for Beginners, R. F. Foster, 2 copies.
The Great Forrest and Deserts of North America, Paul Fountain.
Wanderings Among the High Alps, Wells.
Gen. Forrest, J. H. Mathes.
Three Lectures on the Philosophy of Vedante, Max Muller.
Revolution and Civilization, Petrie.
Revelations of an International Spy, Lincoln.
Coming Race, Bulver Lytton.
Life Beyond the Grave, E. F. Allen.
Hafed, Prince of Persia, David Dugid.
A Wanderer in the Spirit Lands, Franchezzo.
Truths from the Spirit World.
Realities of the Future Life, E. L. B. S.
Not Silent if Dead. A. L. Feinie.

Brentano's—Continued

Teaching of Love, M. E. Wm. Brendon.
Messages from Meslom Through Lawrence, Elliot Sloch.
Though Lectures, Father Stephano.
Death and the Beyond.
Spirit Identity, Staunton Moses.
The Life and Literature of the Ancient Hebrews.
Art of Worldly Wisdom, Gracian, 2 copies.
Teacher's Concordance, Aaron Spottswood.
Among English Names, Tozier.
Miladi, Clara E. Laughlin.
Export and Capital, Hobson.
The Captain's Wife, Page.
The Mate of the Good Ship York, W. Clark Russell.
Etching and Etchers, Philip Gilbert Hamerton.
Incas of Peru, Markham.
Strange Schemes of Randolph Mason, Post.
The Flower Gardens of Madeira, illustrated by Ella du Cane.
The Flowers and Gardens of Japan, illustrated by Ella du Cane.
Philosophy of Alchemy.
The Hermetic Art.
Scientifica Hermetica.
Philosophia Hermetica.
J. M. Synges the Irish Dramatic Movement, Francis Beckley.
Tom Moore, T. B. Sayre.
Joaquin Miller's Poems and Autobiography, Bear edition, pub. Whitaker & Ray.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Van Brugh.
Otway.
Shadwell.
Farquhar.
Mermaid series, old yellow cloth, thin paper edn.

Brookline Public Library, Brookline, Mass.

Herbert, H. A., Why the Solid South?, Woodward, 1890.
Lynch, John Roy, Facts About Reconstruction, Neale, 1913.

Bureau of Educational Experiments, 144 West 13th St., New York City

A Manual for Physical Measurements, by W. W. Hastings, 1902, Macmillan Company.

Campion & Company, 1313 Walnut St., Philadelphia, Pa.

Life Worth Living, Thos. Dixon.
About Algeria, Stanford.
Dar Ul Islam, Sykes.
Books by George Ade.
Report on Manufacturers, Alex. Hamilton.

Carnegie Library of Pittsburgh, Pittsburgh, Pa.

Crane, Stephen, The Open Boat, and Other Tales of Adventure, new ed., 1905.
Crawford, F. M., Wandering Ghosts, Macmillan.
Fuller, Henry B., Waldo Trench and Other Stories, 1908, Scribner.
Giles, H. A., China and the Chinese, Macmillan.
Giles, H. A., History of Chinese Literature, Appleton.
Hawthorne, Julian, Mrs. Dunton's Invention and other stories, 1896.
Jackson, Helen Hunt, Between Whiles, Little.
James, Henry, The Lesson of the Master.
Johnston, Richard M., Dukesborough Tales, Harper.
Johnston, Richard M., Old Times in Middle Georgia, Macmillan.
Moulton, Louise Chandler, Miss Eyre from Boston, and others, Little.
Moulton, Louise Chandler, My Third Book; a Collection of Tales, Harper.
Moulton, Louise Chandler, Some Women's Hearts, Little.
O'Sullivan, Vincent, Sentiment and Other Stories, Small.
Perry, Bliss, Salem Kittredge, and Other Stories, Scribner.
Read, Opie, Our Josephine, and Other Tales.
Read, Opie, Selected Stories, Chicago, 1891.
Slosson, Annie Trumbull, The China Hunters' Club.
Spofford, Harriet P., A Scarlet Poppy, Harper.
Stoddard, C. W., The Island of Tranquil Delights, 1904, Small.

BOOKS WANTED—Continued

Carnegie Library of Pittsburgh—Continued

Temple, William, Repton School Sermons, 1913, Macmillan.
Thanet, Octave, Stories that End Well.
Thompson, Maurice, Hoosier Mosaics, New York, 1875.
Tourgee, A. W., With Gauge and Swallow, Attorneys, Lippincott.
Twain, Mark, Merry Tales, 1892, Webster & Co.
Twain, Mark, The Stolen White Elephant.
Williams, Sir Monier Monier, Brahmanism and Hinduism, 1891.

Casement, 323 W. 42nd St., New York City

Dons of the Old Pueblo, and Kinsmen, by Percival J. Cooney.

C. N. Caspar Co., 454 East Water, Milwaukee, Wis.

American Catalogue, 1905-1907, in 1 vol.
Hopkins, History of the Confessional.
Rosenthal's Meisterschaftssystem, any.
Norton, Modern Blending.

Chicago Medical Book Co., Congress and Honore Sts., Chicago, Ill.

Boger, Synoptic Key.
Jahr's 40 Years of Homeopathic Practice.
Johnson's Therapeutic Key.
Guernsay's Hemorrhoids.

Chicago Public Library, Chicago, Ill.

Bucke, R. M., Cosmic Consciousness.

The Chipman Law Publishing Co., Boston 46, Mass.

Chandler, Trial of Jesus, 2 vols., 1908.
Sherman, Roman Law in the Modern World, vol. 2, 10 copies.
The Green Bag, vol. 15, 3 copies.
Corporation Journal, nos. 1-27, 29, 30, 32, 34, 36-42, 50, 51, 56-58, 61, 63, 79.
De Luca, Francesco: Principles of Criminology, vol. 2 (Justifying, Excusing and Aggravating Circumstances), Catania, Sicily, 1920.
Carter, Law-Origin, Growth and Function.

City Library Association, Springfield, Mass.

Brainerd, How Could You Jean., 3 copies.
Brainerd, Misdemeanors of Nancy, 2 copies.
Brainerd, Personal Conduct of Belinda, 2 copies.
Bridges, Another Man's Shoes, 2 copies.
Chambers, Reckoning, 2 copies.
Cooper, Drusilla with a Million, 2 copies.
Doyle, Lost World, 2 copies.
Doyle, Poison Belt, 2 copies.
Eaton, Idyll of Twin Fires, 2 copies.
Gillmore, Janey, 2 copies.
Green, Strange Disappearance, 2 copies.
Sawyer, Primrose Ring, 2 copies.
Scott, No. 13 Washington Square.

The Clarion Book Shop, 3705 Woodward Ave., Detroit, Mich.

Hadda Padda, G. Kamban.
All works of Ian Bernard, Stoughton Holborn.

The Arthur H. Clark Co., 4027 Prospect Ave., Cleveland, O.

Dunbar, Hist. of Travels in Amer., 4 vols., 1915.
Amer. Wood Preservers Assn., Procdgs., 1905, 1906, 1907, 1909.
Leonard, Handbook on Wrestling.
Pumpelly, Across Amer. and Asia.
Moroso, Quarry.
Maine, Any books or pamphlets on Hist. of.
Chambers, The Common Law.
Hakluyt Voyages, etc., 12 vols., Glasgow, 1903-5.
Hoodly, Records of N. H. Colony, Conn., vol. 1.
Barber, Hist. and Antiq. of N H., Conn., 1870.
Peters, Hist. of Conn. McCormick's edn., 1877.
Warfield, Founders of Anne Arundel and Howard Counties, Md.
Hunt's Merchants Mag., vols. 47-59.
Connoisseur's Liby. Vols.: Wedmore's Etchings; Pollard's Fine Books; Hardie's English Colored Books; Dillon's Porcelain; vol. on book-binding; any other vols. in series at reasonable price.
Froggatt, Pests and Diseases of Coconut Palm.

The Arthur H. Clark Co.—Continued

Purchas's Voyage, 20 vols., Glasgow, 1905-7.
Walton and Cotton Anglers (Following only): Wiley, 1848, 1852, 1859, 1866; Ticknor, 1866; L. B. & Co., 1866, 1891, 1898; B. and T., n. d. (1888); Dodd, n. d. (1888), 1897; Crowell, 1892, 1898; Burt, n. d., (1894).
Walton and Cotton, Any rarities relating to or Auto. or Pres., copies by either.
Brauns, Ideen uber Auswanderung nach Amerika, 1827.
Wettstein, Berichte aus Wisconsin, 1850.
Weichardt, Vereinigten Staaten von Nord Amerika.
Sorgel, Neueste Nachrichten aus Texas, 1847.
Sommer, Neuestes Gemälde von Amerika, 1831.
Schlozer, Briefwechsel, 1777-1872.
Rauschenbusch, Seereise von Bremen nach N. Y.
Minnig, Erza Hietes and Erlobtes, 1894.
Liljengren and Wallemius, Soenska Methodismen in Amerika.
Langeland, Normaedene Amerika, 1889.
Kohler, Briefe aus Amerika, 1852.
Knapp, European Immigration to U. S., 1869.
Kloeden, Handbuch Lander und Staaten, etc., 1862.
Klauprecht, Deutsche Chronik in Geschichte Ohio Thales.
Kennan, Staat Wisconsin, Basel, 1882.
Kapp, Stellung deutschen Einwanderung in Amerika.
Heinzen, Deutschen und Amerikaner.
Geschichte der Ersten Deutschen Vereinigten Evaggelischen Prot. Gemeinde zu Pittsburgh.
Falckner, Curieuse Nachricht von Pennsylvanien, 1905.
Ernst, Reisebriefe aus Amerika, 1875.
Dames, Wie sieht es in Nordamerika aus, 1894.
Brueckner, Amerika's Geographie und Naturgeschichte, 1858.
Brauns, Amerika und Moderne Volkerwanderung, 1833.
Bosshard, Anschauungen und Erfahrungen in Nord-Amerika, vol. 1.
Behr, Rath fur Auswanderer nach U. S., 1847.
Armand, Sklaverei in Amerika, 3 vols.

Charles W. Clark Co., 128 West 23rd St., New York

Hall Family Genealogies .

The John Clark Co., 1486 W. 25th St., Cleveland, O.

American State Papers, Foreign Relations, vols. 1, 5, 6; Military Affairs, vol. 5; Naval Affairs, vol. 2, 3, 4; Public Lands, vol. 7.
Adams, Henry, Life of Albert Gallatin.
Transactions of the American Society of Agricultural Engineers, vols. 1, 2, 3.
Antrim, History of Champaign Co., Ohio.
Allibone's Dictionary of Authors, 5 vols.
Berlioz, Hector, Selections from His Writings.
Beard, Loose-Leaf Digest of Short Ballot Charters.
Bankers' Magazine, vols. 1 to 4, 23 to 26, 38 to 47, 50 and 68.
Burnham, Rhymes for Little Hands.
Barrows, History of the Philippines.
Bryce, Remarkable History of the Hudson's Bay Co.
Butler's History of Kentucky, 1836.
Bassett, Life of Andrew Jackson.
Borgeaud, Adoption and Amendment of Constitution.
Becker, Kleist and Hebbel; a Comparative Study.
Brooks, Washington in Lincoln's Time.
Boswell's Life of Johnson, 10 vols., 1835; preferably in a choice binding, but at a reasonable price.
Barber, Pottery and Porcelain of the U. S.
Croom and Lewis, Catalogue of Plants in the Neighborhood of New Bern, N. C., 1833 and 1837 editions.
Pickering's Aldine Edition of the British Poets, complete set, in a choice binding, and at a reasonable price.
Rafinesque, Medical Flora, 2 vols.
Tuckerman's Life of Gen Philip Schuyler.

Cole Book & Art Company, 123 Whitehall St., Atlanta, Ga.

Woodhull, P. B. Seymour.

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Cosmopolis Press, 257 West 71st Street, New York, N. Y.

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Ford, J. L., Bohemia Invaded.
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Harper's New Monthly Magazine No. 309, Feb. 1876.
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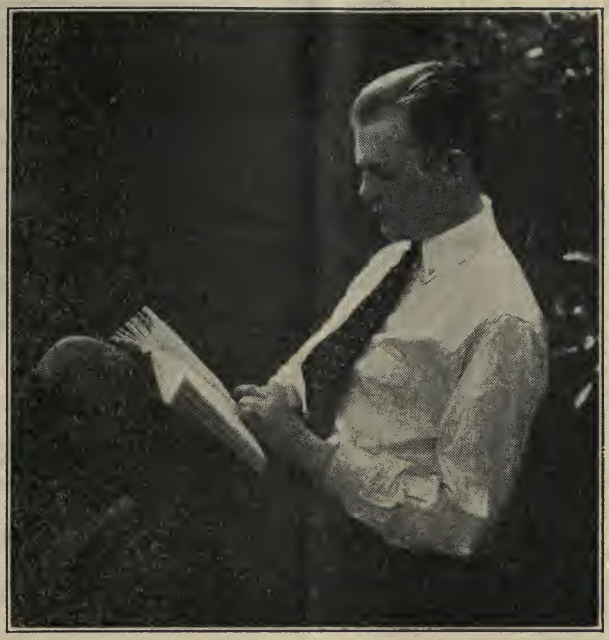

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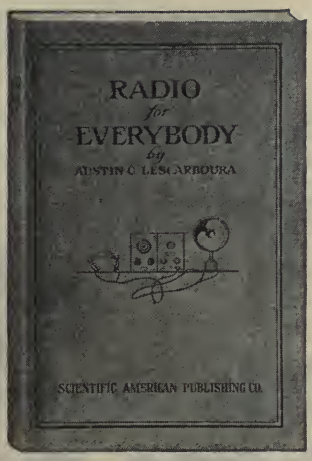

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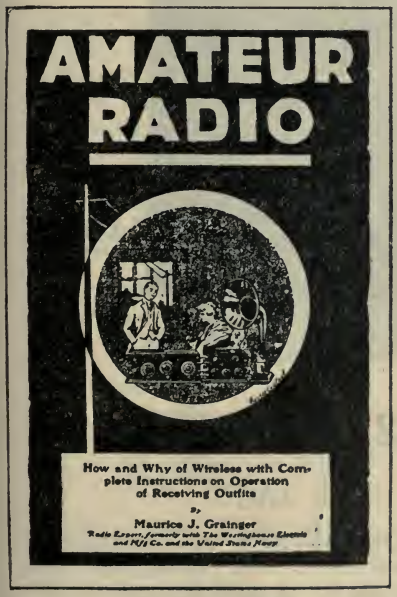

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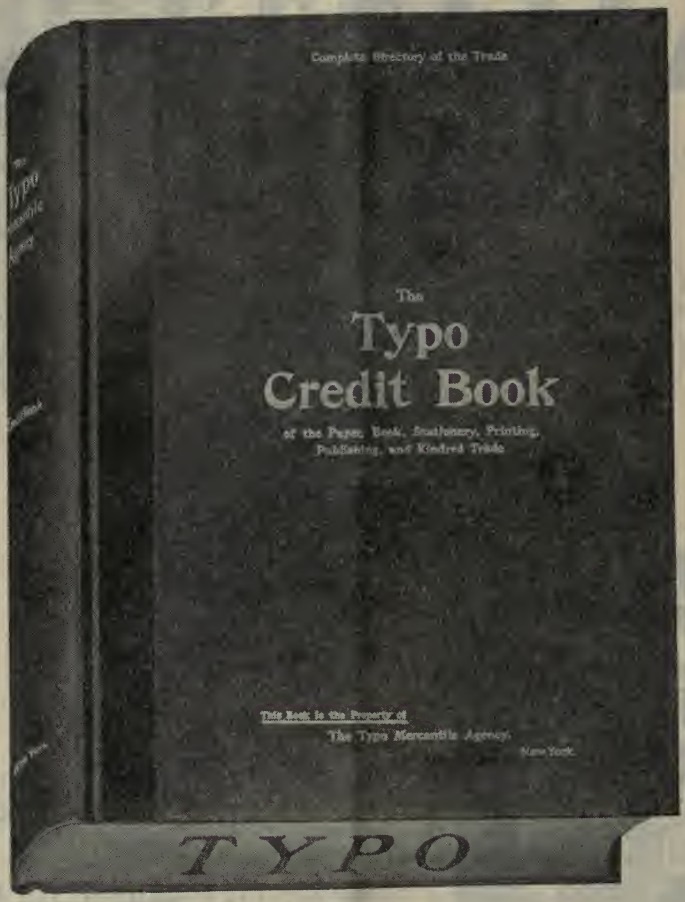

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May 8, 9, 10 and 11

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The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
FOUNDED BY F. LEYPOLDT

April 29, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Copyrights and the Register Thereof

IT is a fortunate circumstance when a life work can be crowned by the fulfillment of a life aim, and this will be the happy outcome of the career of Thorvald Solberg, Register of Copyrights, in case the pending copyright bill becomes law within reasonable time.

On April 22nd Mr. Solberg completed his seventieth year, and on June 30th he will complete his twenty-five years of service as Register of Copyrights, which had been preceded by thirteen years of earlier service, 1876-1889, in the Library of Congress under Librarian Spofford, part of that time as librarian of the law library of Congress.

Mr. Solberg has been the only holder of the post of Register of Coyrights, which was created as of July 1, 1897, by previous legislation. At that time Mr. Spofford's long service, inclusive of the handling of copyrights, had come to an end and a new librarian, John Russell Young, had been appointed. Two years later, on the death of Mr. Young, Herbert Putnam was made Librarian of Congress, and both Dr. Putnam and Mr. Solberg have since worked together in behalf of copyright progress. It was Mr. Solberg who drew, under the librarian's authority, the first memorandum on which was based the discussion of the conferences whose outcome was the copyright code of 1909. The Librarian of Congress has been unwilling that the library or copyright organization should become responsible for new legislation, but Mr. Solberg has unofficially given the greatest possible service in the preparation of the bill which will make possible the participation of America in the International Copyright Union. This has been the Ultima Thule of Mr. Solberg's hopes and desires, and all friends of copyright may hope and desire that his labors may be crowned by the enactment of the bill which will bring us into this family of nations.

When Mr. Solberg assumed the post of Register there was practically no organization of the office. Since the registry of copyright in the clerk's office of the many District courts thruout the states had given way to registration in Washington, Librarian Spofford had for years personally handled copyright applications, often placing the receipts in a drawer of his desk in such careless fashion as to lead to the unfounded suspicion when his accounts were finally audited that there had been more than carelessness. The growth of business necessitated the help of others, but it was left to Register Solberg to begin an office organization, which now includes about a hundred faithful employees, in hearty cooperation thruout, appointed without reference to political considerations and holding their jobs by merit alone.

The returns from copyright fees have reached approximately $150,000 a year, and during the quarter century more than $2,000,000, have been paid into the United States Treasury, more than covering the direct expenses of the office.

The copyright bill, the preparation of which is coincident with Mr. Solberg's quarter centenary as Register, will, when passed, be the crown and culmination of his endeavors to assure for America its proper place in respect to literary property, towards which end he has labored for years.

Pros and Cons on the Copyright Bill

THE copyright code of 1909, continuing from the miscalled international copyright measure of 1891, made a bar against the entrance of America into the International Copyright Union. The manufacturing clause proved of little use to the typographers and has since been entirely outgrown, and it has had the indirect result of inducing Canada to enact a manufacturing clause modeled upon ours and intended to prevent American exports into Canada.

The measure pending before Congress is the text originally printed in the PUBLISHERS' WEEKLY for January 21, 1922, wih the exception of alterations in Section 5. These are omissions made because, on the authority of the director of the International Copyright Union, Professor Röthlisberger, it was thought

that the provisions now omitted would still bar entrance into the Union. These provisions limited the extension of copyright to works "thereafter first published," i. e., after the President's proclamation, and to countries which provided reciprocal relations.

The revised Berne Convention granted full international copyright thruout the Union to existing as well as future works, without regard to reciprocity, and on this broad basis international relations have been based. "Lawful acts heretofore done within the United States or rights in copies heretofore lawfully made," previous to the President's proclamation, are specifically protected by the language of Section 5, so that the extension refers only to works of which no American use has been made. In other words, the law is not retroactive, in the sense of recovering authors' rights which have lapsed, but simply recognizes rights which are not challenged, while the specific provision in the International Convention exempting mechanical music reproductions from any "retroactive" protection doubly safeguards that important industry.

The delay in the introduction of the bill arose from the agreement between the Authors' League and the International Typographical Union leaders that the measure should not be pressed until the tariff had come to the front. Objection to the introduction of the measure was withdrawn when the tariff schedules were published, on the understanding that hearings would not be called for or the bill pressed for passage until these more pressing matters of legislation were out of the way. The illness of the chairman of the House Patents Committee has also made immediate hearings undesirable, but doubtless there will be opportunity for full statements of opinion later on. A few points in the bill will be seriously debated, but the whole consensus of opinion is in favor of its early passage in the ensuing session, and it is to be hoped, indeed, as elsewhere suggested, that this triumph may be had within Mr. Solberg's term as Register of Copyrights.

While the questions of copyright protection and of tariff duties should be absolutely distinct, they are, nevertheless, often confused in theory and entangled in practice, and it may be well to summarize briefly the statistics involved in both questions.

The manufacturing clause, which the printers originally preferred to tariff protection, has done less for the printers than was expected In the more than dozen years since July 1, 1909, only 4274 English titles have been registered for *ad interim* protection. These are mostly for articles in periodicals, one English publication alone covering 376 titles of articles. Of independent book titles, only 1873 were thus entered, and of these but 1241 had copyrights completed by deposit of copies of American manufacture. It is estimated that possibly 200 of these did not legally obtain copyright by full compliance with formalities. Thus, not more and possibly less than 100 books a year have been produced under the *ad interim* feature of the manufacturing clause. These figures, however, do not take into account the number of books, probably much larger, of such notable authorship or otherwise sure of sale that type was set and printing done previous to the simultaneous publication of the book in England and America, so that no *ad interim* entry was needed. These are books which would naturally have separate American editions, because of the probabilities of sale here, so that in respect to these the manufacturing clause is almost of negligible importance.

In comparison with this, the figures of American exports and Canadian imports of books are significant. In four years our exports of printed matter to Canada have nearly trebled, reaching in 1920, the latest year for which figures are available, a total of $6,529,667. Most of this was in periodicals, tho fiction, general literature, text-books, Bibles and prayer books entered largely into this international trade, the books as such approximating $1,000,000. The Canadian law now pending includes periodicals as well as books in the manufacturing clause, following our own precedent and under this provision serials, as novels, and other contributions published in periodicals would forfeit copyright in Canada unless manufactured there. This would check American typographic work to that extent, vastly outweighing any benefit from our own manufacturing clause.

Our exports of printed material to Canada more than balance our imports of such material from the United Kingdom, which for 1920, amounted to $4,878,367, of which less than one-third are in any competitive class. To what extent these figures would be increased without the manufacturing clause is, of course, indeterminable. It remains true, as above suggested, that the large figures for books of English origin would be of books

naturally published in American editions. The moral is easy to be drawn. Unless we repeal our manufacturing clause, Canada is likely to enforce a manufacturing clause against us and the result to American printers, as well as publishers, will be far out of proportion to any benefit that can come from copyright or tariff restrictions intended to bar out English publications.

The one provision in the copyright bill which involves serious contest in the Committee hearings is that included on the instance of publishers and against the protest of librarians, i. e., the proviso that libraries may import original editions of English books only in case the American publisher "has within ten days after written demand declined or neglected to agree to supply the copy demanded." This phraseology was intended as a compromise between publishers, who take the legal view that the American market, conveyed by assignment of copyright, necessarily implies the sole right to import as well as publish, and librarians, who hold that the privilege given by previous copyright bills of importing copyright books without restriction as well as duty free should not be circumscribed. The publishers' view is in strict accordance with the theory of copyright which gives the author or his assign the exclusive right to control his books for a divided territory as well as for a specified time. The librarians' view is that if the author is paid his royalty on the original edition there is no reason why there should be a commercial bar on the part of publishers, whether English or American, against its free export and import.

Authors are disposed to take the view of the publishers, that the author may divide his copyright as he may desire and assign to publishers such division as in his judgment may best provide for marketing his wares. This has been the trend of English legal decisions, and the British Society of Authors has received from its counsel an opinion which, in general, supports this view. This opinion is also strongly held by Director Röthlisberger of the International Copyright Union, the highest world-authority on international copyright. It should be noted that the citation of the Tauchnitz series is not in point, for this is a reprint and not an original edition, and the contest here centers on the permission to import original editions and not reprints. It is to be hoped that neither publishers nor librarians will take the position that if the decision on this clause is not to their respective liking they will oppose entrance into the International Copyright Union. Whichever side should win in this controversy, it would be a stultification, indeed, if the other side should endeavor to block our entrance into this family of nations by opposition to the main purpose of the bill.

New Convention Headquarters

THE fire at the New Willard Hotel, Washington, has necessitated the transfer of the convention hall for the daily sessions to the new Hotel Washington in the same block facing the Treasury Building. The Hotel Washington is admirably suited to the needs of the Convention and is very conveniently located. While the New Willard management at first hoped to take care of all reservations made up to April 22nd, word comes as we go to press that, owing to the damaged condition of the rooms, only about half of the reservations can be taken care of. The Entertainment Committee, of which Simon L. Nye of S. Kann & Sons is Chairman, will look after all necessary transfer of hotel accommodations and have the designations ready for reference on the arrival of the members.

Undoubtedly Numbers Count

THERE has been unanimous opinion that Washington was an ideal selection as a place for the 1922 Booksellers' Convention, and the announcements both for program and for entertainment leave nothing to be desired. All that is needed now is the full response of the book-trade.

Beginning with the Boston Convention, there has been a steady crescendo of interest in the Conventions, with the result that the discussions have reached more people and left a wider impress on trade progress. That the health of bookselling in face of general trade difficulties has been largely due to a reawakened trade consciousness and constructive ideas that would not have had a hearing except for the Conventions must be acknowledged. From every point of view of personal gain and trade improvement, the Association needs and deserves the full attendance of everyone who can reach Washington on May 8th.

An Alluring Invitation

THRU the courtesy of James F. Meegan of the Rare Book Shop, the privileges of the Racquet Club can be secured for about twenty members. The Club is situated at 16th and L Streets, four blocks from the White House and six from the Hotel Washington. All the rooms are single—those with bath are $3.50; without bath, $2.50; and two rooms with bath between, $3.00. The Racquet is the latest word in club construction, and Mr. Meegan will take pleasure in giving to each of the twenty guests a seven-day card so that they can enjoy all of the privileges, including the dining-room, swimming pool, squash and racquet courts, bowling alleys, etc.

Textbooks Again Under Fire

AFTER a period of quiet extending over some weeks, the New York Commissioner of Accounts, David Hirshfield, has again begun holding hearings on the subject of the revision of American history textbooks. The meeting on April 18th was addressed by George E. Morrison, of Newburgh, who pointed out that Senator Truman H. Newberry, of Michigan, "gets the bulk of his income from the American Book Company." Comissioner Hirshfield, to the amusement of those present, stated that he might call for this Company's books, as he thought it was a British owned corporation. Charles Edward Russell stated that he had been approached twenty-five years ago by a man who wanted to interest him in revising textbooks so that the American Revolution would appear like a family row. Mr. Russell said that the man had been sent from England to aid in forming an alliance between this country and Great Britain. Later, Mr. Russell said, "I was amazed to find that the histories had been revised along the lines suggested by my visitor and that since then the books have been making less of the Revolution and the war of 1812."

Freight Hearing for Publishers

THE Official Classification Committee on freight rates granted a hearing to the National Association of Book Publishers on the freight rates for textbooks, in less-than-car load lots, the committee meeting on April 19th in New York. The association pointed out the need of a lower classification in order to give all possible assistance to the distribution of books, and instanced many views of the present situation that would make this peculiarly important to the ultimate consumer. The brief for the publishers was presented by Frederic G. Melcher, supported by William E. Pulsifer, of D. C. Heath & Company, and by Mr. Lincoln of the traffic division of the Merchants' Association of New York. A strong letter on the subject was contributed by J. W. Crabtree, Secretary of the National Education Association at Washington.

English Book-Trade Strike

EVEN with Americans familiar with the strike as an industrial weapon, it is difficult for the American book-trade to realize the disruptive complications that came to the English book-trade thru the strike of their packers that ran for seven weeks. The distribution of books was thoroly demoralized to the great loss of authors, publishers, booksellers and the public. The settlement has proved a victory for the publishers, apparently because they had the better case and had enough cohesive strength to fight it thru. There has been now a reduction of five shillings a week from the standard packers' wage and agreement for a further reduction spread over twelve months and amounting in all to 14s. 6d. After April 23rd there is to be no further reduction for the next nine months and a three months' notice of any reduction to apply for a revision. These terms had been practically agreed on a fortnight before the strike terminated, but were held up by the determination of some of the publishers not to take back the staffs who were out on a strike. This situation was ultimately worked out, and the men are again at work. Special meetings are now taking place in the Printing Trades Council with a view to adjusting the printers' wages. The last two reductions were 5s. in October and 2s. 6d. in January. The master printers are now in conference to decide what further reductions they should claim.

Library Talk by Radio

FOR their radio program of April 3rd the St. Louis *Post-Dispatch* invited Dr. Arthur E. Bostwick, Librarian of the St. Louis Public Library, to speak on library matters, thus giving new evidence of the value of radio in connecting the book and news of the book with the general public.

Canada To Louvain

CANADIAN publishers have had compiled for presentation to the new library of Louvain University a representative selection of their publications dealing particularly with the history, geography, life and economics of Canada. The idea of the presentation originated with Frank Wise, formerly president of the Macmillan Co., Limited, of Canada. He has been instrumental in securing the donations.

The Story of W. H. Smith & Sons

PART II

A Distribution Plan That Reaches Every Type of Reader

NO bookish American has ever traveled in England without noticing that on every hand books and periodicals are thrust prominently to his attention by a chain of bookstalls and bookshops whose adequacy in equipment and efficiency leaves an indelible impression. If the most pressing problem of the book world today is that of distribution, then a study of the W. H. Smith & Son stores should be one of the first steps taken by the book-trade of America in searching for concrete examples of good merchandising. The very extent of the business shows that the firm has used sound merchandising methods to appeal to a broad democratic public, and on this basis its growth has been directed.

As was pointed out in the history of W. H. Smith & Son, issued in the PUBLISHERS' WEEKLY of April 22nd, the business developed from the newspaper and periodical end so that the constant inclination of the firm has naturally been to keep the popular price features to the front. The displays at the railway stations did, in fact, create so much of an outlet for popular fiction that the publishers were practically put into the business by the increase in distribution. In this way an increased market was found for one volume fiction which was still further developed by the circulating libraries.

THE CHELTENHAM SHOP WITH QUOTATIONS OVER THE DOORWAY AND IN THE STONE WORK

In the same way when the cheap reprints developed within the last dozen years the seven pennies of the days before the war or the two shilling books of today, W. H. Smith & Son, became an outlet of tremendous importance, and their order alone would be enough to make

ONE OF THE W. H. SMITH'S RAILWAY BOOKSTALLS, THAT AT KING'S CROSS STATION, LONDON

a series successful. The railway stalls have also been able to merchandise many types of books other than fiction, and the Engilsh market has, thru this and other display means, been the outlet for much popular science and history, such as the *Home University Library* and other series.

The railway station displays of books in the United States have in but few notable instances equalled in importance those of the successful stalls of the W. H. Smith & Son chain. An illustration on this page shows a typical railway bookstall, the one at King's Cross, London. That the emphasis of the display is on books while giving full attention to the magazines is clearly shown.

When W. H. Smith & Son were forced into the bookshop business by the loss of the leases on the London and Northwestern Railway, and the Great Western, they brought to the new problem imagination, capital and merchandising energy that made of the change a new epoch in the business. These bookshops are now a striking feature of scores of English cities, and such pains have been lavished on their exterior and their display that they become marked shops, even on the busiest streets. Some idea of the beauty of the store fronts can be had from the photograph of the Cheltenham Shop, here reproduced. The lettering of the sign is characteristic, and the four words—Booksellers, Librarians, Newsagents, Stationers—give the description of the various aspects of the business as carried on; bookbinders, printers and advertising agents, might be added. Over the door is a beautiful stone carving, on which can be read: "The world so loud and they the movers of the world so still," and lower over the entrance in hand-carved lettering runs the appropriate quotation from Wordsworth, "Dreams, Books are each a world and Books we know are a substantial world both pure and good."

The plan of the entrance of this shop is worthy of careful study. The principal shelves for display are brought close to the glass in a fashion not often used in the United States, but one which permits the display of many books, any of which can be removed at a moment's notice if there are not duplicates inside, and it is also a type of display that can be changed in minor details without disturbing the whole structure. Because these windows are set back a little under the edge of the wood-

work, they can be well illuminated and made readable from top to bottom. The display cases round the central pillars serve as admirable show space for miscellaneous material from the stationery department.

As one turns toward the door, one finds periodicals openly displayed in the entrance way, so that there need be no passerby so unused to specialty shops that he feels any hesitation to make his purchase. This continous effort to keep in contact with a great democratic public is characteristic of the Smith stores and undoubtedly one of the great reasons for their success. In spite of the care and exacting taste lavished upon the store front, there is still the feeling that thru the doorway anyone, however humble, is welcome to enter. This same impression is carried out inside, and one will usually find the popular priced books and periodicals just inside with stationery running down along one wall, popular books on the other side, with the more substantial books toward the rear. At the far end is an alcove for the circulating library, which is a feature of every store and a very active feature.

A less elaborate front is shown in the picture of the Whitchurch Shop in London, particularly interesting for the way in which the half timbered architecture has been used for the building and the shop made harmonious with the general plan. This shop has an entrance where even more goods are displayed than in the Cheltenham Shop, post-cards as well as periodicals being out in the open and protected by the overhang of the woodwork. The hanging lantern with shop monogram, which is used in all the stores to catch attention farther down the street, can be seen at the corner of this Whitchurch Shop.

Another shop that deserves special mention is the one in Stratford-on-Avon. Here Smith's have taken their old shop and have made it into a Judith Shakespeare Museum. The renovations have been in charge of F. C. Bayliss, superintending architect for the company, and have been done with scrupulous care. The old building had been refaced in the nineteenth century, tho the interior has been left almost intact, and it has now been given a rebuilding that makes it a notable feature of High Street. The selling of goods is confined to souvenirs of Stratford. On a vacant site on High Street they have built a bookshop of Elizabethan style such as the bard himself might have rejoiced in. The interior is finished in old oak, and from a true minstrels' gallery the circulating library looks down on the rest of the store.

With this large group of stores it is possible to plan advertising of an individual and effective kind, and signs and display slogans suitable to the different seasons of the year are prepared by the Publicity Department and sent out to the many stalls and shops. Some of these have been beautiful in execution and very effective in their sales argument. The interlocking system is admirable for the training of good managers for the different stores.

The staff numbers 15,000, and there are 1,500 railway bookstalls and 250 bookshops established thruout England and Wales as well as in Paris, Brussels and Ostend. The headquarters alone employs 1,500, and there are 37 branch wholesale houses. Besides their own stalls and shops, the company reaches 5,000 newsdealers daily.

THE ARTISTIC HALF-TIMBERED W. H. SMITH SHOP AT WHITCHURCH, SALOP.

The Collector's Guide

"THE Collector's Guide," a practical handbook of British and American bibliography, compiled by Seymour de Ricci and published by The Rosenbach Company of this city, undertakes to fill a need not covered by any other reference work. It covers "two or three thousand British and American books which fashion has decided are the most desirable for the up-to-date collector." No man could compile such a list of rarities that would not be open to some one's criticism and it is not to be expected that its information in regard to values can be exact, final or permanent. The compiler has, however, made an interesting and useful book, bringing a great deal of bibliographical information into compact, accessible form that was scattered and not easily obtainable before.

From Theater to Bookstore

A New Rare Book Dealer and His First Catalog

A FEW days ago the letter-carriers of this city in their first delivery distributed a "Catalogue of One Hundred Rare Books and Autographs" that came as near giving a real sensation as we ever get in this section of the rare book world. In very short order collectors and dealers were telephoning to each other, discussing the news, and before the day was over the conclusion had been pretty generally reached that a new dealer had entered the rare book field that was sure to be heard from.

The simple fact was that Harry B. Smith, the well-known dramatic critic, author and collector, had issued his first catalog bearing in a foreword the announcement "to bibliophiles, bibliopoles, bibliotaphs, and readers that he was engaged in the old book business, selling directly to the consumer instead of, as heretofore, thru the medium of the theater box-office" and stating that "collectors making known their requirement of special volumes may depend upon diligent search and prompt report. Book buyers desiring representation at auction sales in New York and London are assured of expert and reliable service" and further that "catalogs are in preparation devoted to special subjects, including: Napoleon and the French Revolution, Shakespeare and the drama, extra-illustrated volumes, French literature, and a more extensive selection of first editions and autographs." The meaning of this announcement was unmistakable; coming from Harry B. Smith it sure meant business—a new live factor in the rare book trade of America.

The catalog makes it easy to visualize what is coming. It is an octavo, green covers with a border from the original wrappers of "Pickwick Papers," 54 pages, printed in large type by the DeVinne Press. Its one-hundred books and autographs have a value of about $35,000 and are representative of the great English authors of the nineteenth century, mainly of the Victorian period, ranging in value from $35 to $4,500 per lot.

The star item is unmistakably Charles Dickens's "Note-Book," a crown 8vo, used by the great novelist for memoranda for his writings, original cloth, in a levant morocco case. The importance of this volume may be judged from the fact that in Forster's "Life of Dickens" an entire chapter of twenty-two pages is devoted to description of its contents. In it were put down hints and suggestions of every conceivable kind without order or sequence. A mere bit of imagery or fancy it might be at one time; then a bit of description or dialog; titles for stories and names for characters; some odd observation or peculiar remark, much of which was drawn from in his stories, and many hints for stories and books that were never written. Mr. Smith summarizes its importance very effectively when he says that "until Shakespeare's note-book appears in the auction room, and we are permitted to see how he happened to think of Shylock and Falstaff one may venture to say that this is the most interesting volume of its kind in existence." Other lots that will give collectors something to think about are, the autograph preface to Lord Byron's first book afterwards suppressed, and also his autograph account of swimming the Hellespont; two first editions of Dickens's "Pickwick Papers," one in the original wrappers, the other a presentation copy from the author bound in morocco; Charles Lamb's record of his thoughts and adventures among books, a thousand pages in the clerkly hand of the great essayist; the manuscript of Shelley's earliest known poem, unpublished and heretofore unknown, and many others only a little less valuable.

And if Mr. Smith shows positive genius in selecting his one hundred lots he is not less masterful in his cataloging. Of course he has been a collector of the best for many years and is a scholar with a trained pen. Fortunately he has not been a bookseller's cataloger, for instead of the usual stock phrases and haphazard claims we have bibliographical notes, precise and comprehensive, that both inform and delight the reader. Catalogers cannot afford to miss these catalogs for they are well worth careful study. One may safely venture the prophecy that here is a medium that will set a new pace in bookselling.

The rare book trade may well take pride in Mr. Smith's accession to their ranks at this time. He is a scholar, has been a collector of distinction, is well-known to dealers on both sides of the Atlantic, and will re-enforce and strengthen the enterprising, reliable and conservative forces upon which book-collecting and the prosperity of the rare book trade so largely depends. We have had too many greedy adventurers in the past; we are not likely to have too many booksellers of the right kind. Collectors and dealers everywhere will wish Mr. Smith abundant success. Harry B. Smith's address is 309 West 107th Street, New York City. Those who have not received his catalog will find it well worth while to write for it.

Thorvald Solberg, Register of Copyrights

THORVALD SOLBERG, Register of Copyrights, reached his seventieth birthday on April 22nd, and with June 30th completes his quarter century as Register of Copyrights. Under the retirement law he would automatically be retired, but the provision for exceptional men, which ought to be general thruout the federal service, permits his continuance in the office he so ably and entirely fills. The Librarian of Congress in fact testifies that, with his still youthful vigor of mind and body, his experience makes him more valuable than ever. His relations with the national library indeed cover more than a third of a century, for at an earlier period he was for thirteen years on the staff of Librarian Spofford, making a record of thirty-eight years in all.

Mr. Solberg was born in 1852 in Manitowoc, Wisconsin, and joined the staff of the Library of Congress in 1876. For several years he was detailed to the law division of the Library, which gave him a thoro knowledge of legal literature, and his work there brought him recognition and appreciation from all who had occasion to call for his assistance in their researches. Much of his leisure was given to the compilation of bibliographies, not mere booklists but based on systematic and first-hand work. He also contributed articles to various American and foreign journals.

As a member of the American Library Association, he was a regular attendant at annual conventions, and in 1889 resigned his position in the library to become manager of the library department of the Boston Book Company under Charles C. Soule. During the succeeding eight years he spent a great deal of his time abroad visiting the principal European cities and towns ransacking with marked success the second-hand bookstores in search of publications of learned societies, periodicals and rare law books. During this time he spent three years (1893-1896) in much needed rest in the Balearic Islands. The following memorandum given him by Mr Soule is equally a tribute to employer and employed:

Instructions to Mr. Solberg for English Trip of 1891

Keep fresh and vigorous by never working too long or too late without rest and recreation.

Always take plenty of time for meals; and get good nourishing meals at regular hours.

Try not to schedule your trips, or to visit so many places in one day, as to work under pressure. Take things as easily as possible!

Always take cabs where it will save fatigue or time, regardless of expense.

Get back to Mrs. Solberg as often as possible.

Never work Sunday! Do not work Saturdays except in writing letters; and do as little of that as possible.

If you get tired or harassed, take two or three days off with Mrs. Solberg, without thought of business.

Remember that all this is absolutely necessary not only in justice to yourself, but as a matter of duty to the Boston Book Company, which is more concerned about having your efficient and vigorous services in the future; than in getting extra work out of you now.

Mrs. Solberg is charged with the execution of these instructions.

CHARLES C. SOULE,
President Boston Book Co.

In 1897 he was appointed Register of Copyrights to succeed John Russell Young, then Librarian of Congress, and came to this important position well equipped for the work, having been interested in copyright legislation long before his appointment. During his residence abroad he had attended two international copyright conferences, at Barcelona in 1893, and at Antwerp in 1894. He undertook the task of organizing the Copyright Office from the foundation; and his admirable planning has systematized the work so that the growing records could be kept up-to-date. In addition to his administration of the Copyright Office his efficient and intelligent work

THORVALD SOLBERG

for improvement of copyright legislation deserves full recognition. Many circulars and pamphlets were prepared and distributed in response to requests for information covering the whole field of copyright procedure. His annual reports and a dozen or more books and pamphlets on copyright are valuable contributions to the history and present status of copyright legislation. Among other books may be mentioned "Copyright in England," "Foreign Copyright Laws," "A Bibliography and Chronological Record," etc. He took an active part in securing international copyright and attended as official delegate from the United States conventions at Paris in 1900, Berlin in 1908, Luxembourg in 1910. His work has long placed him as a foremost authority on all questions relating to copyright. Of his personal characteristics one of his closest associates for many years, David Hutcheson, of the Library of Congress, writes:

"My acquaintance with Mr. Solberg began when he came to the Library in 1876. He came with the qualifications which go with the making of a good librarian, a wide knowledge of literature, fine executive ability and a never failing desire to help those who came for information. Our outlook on life, love of books and similar tastes drew us together in constant intercourse, and our love of nature led to many long rambles in the picturesque country around Washington. As a citizen of Washington he has always given support to any movement for bettering the city. His friends know that he has suggested some original and striking improvements, and his proposals are always of practical character. Altruistic in thoughts and activities, he has given support to any movement for the amelioration of the conditions of life. His high character, executive ability, swift and clear perception of how to accomplish the desired end, untiring ability for work in hand have been characteristics of his career. Happily, all thru his life, recognition of his good qualities has come from those who have known him and who would gladly come forth to honor him publicly and express their appreciation."

The Rise in Value of the Four Folios of Shakespeare

ON next Friday afternoon, May 5th, the First, Second, Third and Fourth Folios of Shakespeare—the Second and Third from the famous library of Robert Hoe—will be sold at the Anderson Galleries. On May 16 the famous Daniel copy of the First Folio, one of the finest in existence and owned by the late Baroness Burdett-Coutts since 1864, will be sold at Sotheby's in London. These events in the rare book world are just now of absorbing interest to collectors of the Elizabethan period, and the world at large, too, for the rise in value of the folios of Shakespeare makes one of the most interesting chapters in the annals of book collecting.

Book collectors the world over are agreed that the First Folio of Shakespeare is a most precious literary monument. Altho abounding in typographical errors it is incomparably the best of the folios. It contains no less than twenty plays of which we have no earlier text and which might have been hopelessly lost had it not been for the poet's old comrades of the Globe Theater.

Beloe in his "Anecdotes" of 1807 said: "Perhaps there is no book which has so risen in value as the first edition (First Folio, 1623) of the works of our great national poet. I can remember a very fine copy to have been sold for five guineas." There are records of the period that corroborate Beloe. The Cracherode copy in the British Museum, one of the few really fine copies, has the price £8 18s. 6d marked in it. Richard Wright's copy sold in 1787 brought £10, and Thomas Allen's in 1799, 18 guineas. Prices during the first half of the nineteenth century steadily advanced until one of the greatest sensations in bibliographical annals came with the Daniel sale in 1864 when the Baroness Burdett-Coutts paid £712 2s. for a copy. The sale of no book before this date ever received so much comment and the consensus of opinion was that it was a very "crazy" price, due partly to its superb height, fine margins, bright and clean pages, and particularly for its good luck in having been sold during the tercentenary of the poet's birth and at a time when a wealthy collector was over anxious to own it. The London *Times* in commenting upon the high price predicted that "the day will come—may it be long first—when our children's children will hear that it has sold for ten times that sum." It is more than half a century since this prediction was made but it is still frequently quoted, and many collectors will have it in mind on the morning of May 17 when they read their newspaper and look for the price that the Daniel First Folio has brought.

It was some years before the record of 1864 was passed. In the Brayton Ives sale, in 1891, the copy now owned by W. A. White of Brooklyn brought $4,200, and prices have rapidly advanced since then. At Christie's in London

in July, 1899, the record reached £1,700; two years later in the same auction rooms £1,720; and in March, 1907, at the Van Antwerp's sale £3,600. And now it appears quite possible that the prophecy of the London *Times* may be fulfilled this season.

The Second Folio, 1632, is a reprint and has always lagged far behind the First Folio and prior to the Daniel sale seldom brought more than £10. An anecdote is told of an association copy that throws light upon the prices of the time and incidentally shows what a poor prophet even so famous a bibliographer as Dibdin could be. One of the most interesting copies in existence is now in the King's Library in London. It was bought by Anthony Askew in 1755 for £2 12s. 6d. At Askew's sale in 1775 George Steevens paid £5 10s. for it, an amount he declared to be "enormous." At Steevens's sale in 1800 it was bought by George III who paid 18 guineas for it. It formerly belonged to Charles I, who wrote in it "Dum spiro, spero, C. R." The king, on the night of his execution, presented it to Sir Thomas Herbert, who had written, "Ex dono serenissimi Regis Car. Servo suo Humili. T Herbert." Steevens mistook the identity of this Herbert and wrote, "Sir Thomas Herbert was Master of the Revels to King Charles the First." George III wrote beneath Steeven's note "This is a mistake he (Sir Thomas Herbert) having been groom of the Bed Chamber to King Charles I but Sir Henry Herbert was master of the Revels." Dibdin, seemingly surprised at what seemed a very high price notwithstanding the very great association interest of the volume, wrote very firmly "£18 18s., the largest sum ever given or likely to be given for this book." A little more than a half century later the Daniel copy brought £148 and at Sotheby's in 1902, £615, and two years later, £850.

The Third Folio, 1663, was said to have been partially destroyed by the Great Fire of London. Nevertheless the edition sold slowly altho a second issue, with seven additional plays and a new title-page, bearing the date 1664 followed. This edition has always been scarcer than the second and next to the first in value. Prior to 1864, it had frequently sold for £20 or less, but at the Daniel sale it brought £46; at the Ives sale in 1891, £950; the Hoe sale in 1911, £3,200; the Hagen sale in 1918, $5,900; and at the Christie Miller sale in 1919, £2,400.

The Fourth Folio, 1685, Dibdin declared "had little to recommend it on the score of rarity or intrinsic worth." In the middle of the last century it was frequently bought for a few pounds and until recent years it has brought but comparatively little. A copy at the Ives sale in 1891 sold for $210; the Hibbert sale in 1902, $118; the Hoe sale in 1911, $750; and at the Robinson sale in 1919, $910.

The four folios have occasionally been sold *en bloc,* or separately at the same time. Henry Stevens, in his "Recollections of James Lenox" said that in December, 1855, he offered Mr. Lenox "in a lump forty quartos, all in good condition, some of them very fine, for £500, or including a fair set of the four folios for £600. The offer was accepted, he becoming at one step the possessor of perhaps the finest Shakespearean collection in private hands." Nine years later the four folios sold separately in the Daniel sale realized £925 2s. In the Hoe sale in 1911 they sold for $18,300. In 1918 a set in this city at auction brought $28,500. Some years ago The Rosenbach Company offered a set in its catalog for $38,000. It is generally understood that the late J. Pierpont Morgan paid $40,000 for a set altho this figure was never confirmed for publication. Three years ago The Rosenbach Company sold the Marsden J. Perry set to Joseph A Widener, of Philadelphia, for $75,000, which is still the record price and will probably remain so for a long time as it was one of the finest sets in private hands and the competition for it was very keen.

In the last half century many copies of all of the folios have been permanently withdrawn from private ownership by passing into the possession of the great public and university libraries of this country and England. The consequent growing scarcity, the increasing demand for them, the advance in the value of rare books, taken altogether must inevitably force prices gradually upward, but it would be a rash man, indeed, who would undertake to predict what a fine set of the four folios would bring a half century hence.

Retail Chain Store Margin

AMONG the interesting reports of 1921 business figures is that of the United Drug Company, which finished 1921 with gross sales of $60,000,000 as compared with $68,000,000 the year before. In 1920 there was a gross retail profit of 33.2%. In 1921 this had shrunk to 31.5%. In this drop was wiped out the margin of profit that made the difference between a good year and a bad year.

The operating expenses in 1920 were just below 25% and in 1921 just above that figure. There is a common stock of $30,000,000, showing that gross sales are about double the stock invested. The rental problem in the chain drug stores is very different from that of the general bookstores. The most expensive corners are taken, but, as the stores are open seven days a week and long hours each day, the cost per hour is not more than in other locations used for a shorter period.

How Maps and Atlases are Made

By Alfred Sidney Johnson, Ph.D.
Map Department, Rand McNally & Co., Chicago, Ill.

PART IV

SMALL maps, such as are ordinarily found in atlases and other works of reference, are usually printed directly from metal plates. These plates, in most cases, are electrotype reproductions, either of etchings made with the aid of photography from the original drawings, or of hand-engraved plates made by the wax-engraving process or some other method.

Map Engraving and Printing

When colors are imprinted, each of the primary colors requires a separate plate and a separate impression. Different shades of the same color are produced by hatching with parallel or cross lines the solid ground of the color block; and intermediate tints of the prism may be obtained by superimposing one primary color upon another (as yellow on blue to give green).

Within certain limits of size, larger maps (or separate sections to be joined later to make up very large maps) may be similarly printed. In some cases, maps or map sections are printed by direct photographic reproduction at the desired scale, on sensitized sheets.

Very frequently, however, in the case of the larger-sized maps and charts, the printing is done by one or another of a variety of special processes combining the arts of photography (for reproduction of lines and lettering) and of chemical etching (to give depth to those portions of the plate surface of which no impression is desired). A prevalent practice is to make the print indirectly from the plate by what is known as *offset work*, the ink from the plate being first impressed upon a rubber blanket on the roller of the press, and from this set off or transferred to the paper, which never comes in direct contact with the plate. The offset process gives remarkable clearness and smoothness of impression, avoiding broken lines and distortion of the sheets.

The Lithographic Process

The *lithographic process* is now very extensively used in printing maps and charts, especially the larger ones. Originally as the name signifies (from the Greek "lithos," a stone), all lithographs were printed from designs engraved or drawn on stone—a kind of stone having the property of absorbing greasy ink. The process is based on the fact that water and grease will not mix. The lines of the design (reversed, if for direct printing; positive, if the printing is to be by offset) are laid down on or transferred to the stone, in a greasy ink; and the rest of the stone surface is kept constantly damp. The ink roller of the press carries the same greasy ink as that used in the design. As it passes over the stone, the ink from the roller adheres only to the lines of the design, being rejected by the water-dampened surface. The stone, in fact, becomes a type-face plate imprinting the design upon a sheet pressed down upon it; and it must be re-dampened and re-inked for each impression. When offset work is combined with lithographic printing—a very common practice—the paper never touches the stone or plate, but takes the imprint by transfer from the reversed impression stamped directly on the rubber blanket around the press roller.

In lithographic printing, stones have now very largely been supplanted by the use of zinc or better still aluminum plates with specially prepared surfaces, which have much the same property of absorbing greasy ink. Such plates are less costly, less fragile, less cumbersome than stones; and they can be curved for use on rotary presses, giving much greater speed in printing and also having a much longer life.

Wax Engraving

Wax engraving is a most interesting process of making map plates. The burnished surface of a metal plate (usually copper) is evenly covered with a thin coating of a wax composition. On the wax surface, a reproduction of the original drawing is laid down. This may be done in various ways. One method is to coat the wax surface with a sensitized solution, and photograph the design upon it, either at same size or enlarged or reduced as may be necessary. If the original drawing is of the exact size desired for the map, it can be reproduced by smearing the back of the drawing with colored chalk, and laying this down flat against the wax, when the entire design or any desired part of it can be traced on the wax surface by running over the lines of the print lightly with a pencil or stylus. If a zinc etching or other photo-engraved cut of the desired map size has been made from the original, a tracing of a print from this cut may be made in the manner just described; or instead of this, an ink impression (positive) from the cut may be taken on the rubber blanket of an offset press roller, and, while the ink is still wet, off-

set (reversed, or as a negative) on a sheet of paper, from which, by gentle pressing, it can be immediately transferred as a positive to the wax surface, with sufficient clearness for the succeeding steps in the work.

With fine, chisel-pointed tools, the engraver now cuts away the wax along the lines of the design, clear thru to the copper plate. During this operation, the plate is kept just warm enough to soften the wax slightly and render it easily workable and not liable to flaking. Conventional symbols, such as little circles for railroad stations, stars for capital cities, etc., are stamped in by means of metal dies. For insertion of names of towns, rivers, etc., metal type, set up in a holder somewhat like a printer's "stick," is used, being first dipped in water to prevent adhesion of the wax, and then pressed firmly down thru the wax till the copper plate is exposed.

After all desired detail has been "engraved" in this way, the plate is "built-up" to give further relief to the engraving. This is done by dropping melted wax upon those parts of the wax surface that have escaped the engraving tools

After building-up, the plate is used as a matrix or mold from which an electrotype can be made directly for final mounting on the printing press.

Making Corrections and Insertions

The wax process may be used for making desired alterations in map plates. Suppose, for example, that we wish to add the name of a newly created postoffice, to correct a misspelled name, or to cut out an abandoned railroad branch line. A print of the map is smeared on its back with colored chalk; and all details shown on the map within a small area around the locality where the change is to be made are then traced on the wax surface in the manner already described. A ring surrounding the locality is then cut from the printed sheet, and pasted on the wax plate so that the lines on the paper join up with those traced on the wax surface. All desired details within the area surrounded by the paper ring can then be engraved or stamped thru the wax to the copper. A number of such alterations may be scattered over the same plate. An electrotype is then made in the usual way. From it, little pieces embodying the changes are sawed out, to serve as patches; and these are soldered into their respective places, in holes cut in the original plates, so that all details are made to join up accurately.

A surprising number of such alterations are constantly necessary in the regular course of way and steamer lines, etc., are created. Towns work. New countries, new postoffices, new railgrow or fall-off in population, requiring different symbols or different-sized type to indicate the fact. Rivers gouge out new channels; the relative land and water areas of our own states vary with the development of irrigation and drainage projects. Even where our senses apparently reveal only immobility, we have to recognize the fact of movement, activity, and incessant change. It has not required the restless flux of the present post-war years to impress the truth proclaimed by the old Greek Heraclitus, some 24 centuries ago, that "all things flow." The task of keeping maps up-to-date is one that never ends.

In the Atlas Editorial Room

Inasmuch as all information likely to be of permanent value for reference purposes is possible grist for the atlas mill, a familiarity with the sources of such information is one of the prime requirements in the atlas compiler and editor. It is not absolutely necessary that he be a globe-trotter, any more than it is necessary for the author of a work on the principles of reinforced concrete design to have actually "put in time" handling structural steel on the job. In order to summarize intelligently and accurately the important facts concerning the island of Yap, one does not have to take a trip to that political nerve-center of the far Pacific. In many instances the actual globe-trotter is an illustration of the "cash and not carry" system of doing business, for, all too often, he fails to take a basket with him in which to bring back anything worth while. It is, nevertheless, true that, to those of the special equipment of mentality best adapted to atlas work, travel is a great additional advantage. Setting foot on the soil of a foreign country, breathing its air, and moving about with his eyes open among its people, have a subtle effect in broadening his grasp and comprehension of facts, increasing his range of memory, unconsciously illuminating his style of expression, and adding weight to every utterance of tongue or pen.

Sources of Information

Next best to knowing a thing one's self, is to know where one can find out about it. Now, all civilized countries recognize that it is part of the duty of government to gather important statistics and preserve valuable records. The same is true of the smaller political units—states, provinces, cities, etc.—and even of semi-public institutions, such as large banks and industrial corporations. There are, accordingly, many "official" sources of information available in the shape of bulletins, reports, etc. A frequent trouble with these data, however, is that by the time they reach the atlas-maker, they are too old for his use, since later developments have altered the face of things.

Supplementing these public and semi-public sources of information, there are privately organized machineries which can be depended upon for many of the important facts of "current history." Very often, again, material of greatest value is found, in the shape of isolated sentences or paragraphs promiscuously scattered thru the text of correspondence, magazine articles, etc., and buried in masses of irrelevant material whence nothing but prompt rescue is likely to save it from being irrevocably lost. Such material, of course, can be obtained only by careful and systematic search; and here, as in all other lines of practical endeavor, experience is the great teacher. In the last resort, the compiler must rely on a sort of natural instinct that enables him to pick up the right trail.

The Geographic Spirit

Some people are still walking about, who think that the compilation of an atlas, outside map-making, consists in simply stringing facts together like onions on a stick—a sort of parrot-like copying of something someone else has written. It was one of these people who once, in the writer's hearing, made the remark: "The man who can sell a book is always worth a damned sight more than the man who wrote it." This was the apotheosis of commercialism in the book business. If all men thought like this, there would be many more suicide graves in Potter's Field. The natural booklover, or anyone endowed with one spark of the true geographic or scientific spirit, knows differently.

The Ideal Atlas Maker

Reproduction of facts at second hand, there must of course be, as there is in every important book that was ever written; but to compare facts, to perceive their relations and interpret their bearings, to arrange them in new schemes of presentment for specific purposes—these call for something a little higher than a mere receptivity like that of a mirror. The ideal atlas-maker must have something of the faculty of induction as well as deduction. Realizing that all facts, even the smallest, are but the expression of broader principles that transcend them, he should to some extent be able to glimpse, if not actually to formulate, those broader laws whose understanding illuminates the facts, and without whose operation the facts themselves would in reality be impossible. He must be, too, of the tribe of Job—a patient soul who does not fret. It is well, also, if he be not infected too deeply with the virus of self-conceit. And withal, he need not be devoid of the soft touch of a genuinely human sympathy. The ideal atlas maker, therefore, is no ordinary person.

There is one thing, however, which the atlas editor must avoid. He must not imagine that by taking thought he can add one cubit to the stature of the earth or its established conventions. A squirrel, treading the rungs of his cage-wheel, may imagine that he rocks the world or even turns it upside down. Not a few writers, addicted to similar squirrel-cage ramblings of thought, are deluded into a belief that unto them are committed the molding of national destinies, the untangling of international perplexities, the solution of all world problems, and the prescription of panaceas for all human ills. A propensity in this direction is fatal in geographic work.

The writing and editing of atlas texts is thus the very antithesis of certain types of journalism. If our Labrador Indian, in defining the elements of wisdom, had supplemented his "rectangular co-ordinates" with a knowledge of the *inside* of things, he would have added perhaps the supreme requirement of qualification as a Staff Correspondent of the Yellow Rag.

Literary Prizes

THE executive committee of the Poetry Society of America announces the complete assembling of the fund for its annual prize offer of $500 for the best book of the past year. The donors are, National Arts Club, $250; Mrs. Martha Mosher, $50; Mrs. Elizabeth Montgomery, $50; Miles M. Dawson, $50; Leonora Speyer, $100. The judges will be, chairman, Professor John Erskine, Columbia University, N. Y.; Mrs. Elia Peattie, Tryon, North Carolina; and Professor John G. Niehardt, Branson, Mo.

Columbia University is offering a prize of $500 for the best book of poems for 1921, a prize which the plea of the Poetry Society, no doubt, has been effective in adding to Columbia's yearly awards where poetry was once entirely ignored. Members of the Academy of Arts and Letters are to be the judges for Columbia's prize. It will be interesting to compare the decisions of the two committees judging the same books.

A still more exciting prize—one open to every poet, until June 30, is the offer of $1,000 by the Clarke Equipment Company, Buchanan, Michigan, for a poem on "The Spirit of Transportation," a poem showing how civilization has kept step thru the ages with ways and means of transportation. Eminent artists of America last year painted for this company their conceptions of the various ways of "getting there." With these paintings in full color, will be issued the forthcoming prize poem. The judges will be Glenn Frank of the *Century*, William Stanley Braithwaite, and the editors of four business magazines.

English Publishers' Annual Meeting

AT the annual meeting of the Publishers' Association of Great Britain and Ireland, on March 30th, Geoffrey Williams was elected as president for another year; Humphrey Milford, vice-president; and C. F. Clay, treasurer. The President's report pointed to a very active season with expenditures of £796, an increase of £227 over the previous year. Among other activities has been the discussion on Canadian Copyright and protest on its form, the association having taken issue against the bill which was presented by the Dominion Government. There has also been an effort made thru the foreign office to have the Chinese Government amend its copyright legislation so as to provide adequate protection for foreign owners. The association handles for Great Britain the question of who shall have trade terms, endeavoring to keep the booksellers' interests in mind, and committees have taken aggressive action in answering thru the press comments on book prices which were not justified by the conditions existing. Protective duties on paper and gold leaf have been protested against as likely to increase the cost of book-making.

Ninety-one Years a Book Store

DAVIS L. JAMES has just announced that the business heretofore conducted by him in Cincinnati under the firm name of U. P. James, Bookseller, has been incorporated as the James Book Store Co. and will continue its service to book lovers under the new name.

The business, first started in 1831 by U. P. James, represents one of the oldest and best-known concerns of the Ohio Valley. For a time in its early years it was a partnership affair of two brothers under the name of J. A. and U. P. James, who were publishers, booksellers and printers. From 1853, when Joseph retired, up to 1889, when U. P. James died, the business was carried on by the one indefatigable worker. Since that time his son, Davis L. James, has continued the business most ably, proving without a doubt that a father's knowledge and love of good books has been passed on intact to the son. His name stands among those sixteen prominent members of the profession who have been nominated this year by the American Booksellers' Association for inclusion in the Honorary Fellowship.

The directors of the newly incorporated firm are Davis L. James, president; Davis L. James, Jr., vice-president and treasurer; and Olivia W. James, secretary.

The Travel Show

DURING the recent Travel Show in New York, which from its success promises to be an annual occurrence, the management planned that there should be publicity for travel books to take the form of a vote for the best travel books. In order to make it easier for people attending the show to cast the vote, it was decided that a preliminary ballot of twenty-five titles should be made up from nominations sent in from all over the country. This list was published in the PUBLISHERS' WEEKLY of April 1. This list of twenty-five was presented to visitors in the form of a ballot, and they were asked to designate the ten titles that most appealed to them. This vote brought preeminence to the following books which John R. Colter, secretary of the exhibit, has designated as the "Wanderlust Bookshelf":

1. Two Years Before the Mast. By Richard Henry Dana.
2. Travels With A Donkey. By Robert Louis Stevenson.
3. Innocents Abroad. By Mark Twain.
4. How I Found Livingston. By Henry M. Stanley.
5. The Oregon Trail. By Francis Parkman.
6. Mirror of the Sea. By Joseph Conrad.
7. A Vagabond Journey Around the World. By Harry A. Franck.
8. The Purple Land. By W. H. Hudson.
9. The Travels of Marco Polo the Venetian.
10. South. By Sir Ernest Shackleton.

The preeminence of Richard Henry Dana's book is most interesting as having been written by so young a man without previous experience in the field described. The interest in Robert Louis Stevenson is undoubtedly a tribute to his literary art. Mark Twain would deserve his prominence from continuing popularity. The Stanley vote shows that the fascination of the public's interest in the opening up of the dark continent has not yet been forgotten. Parkman's "Oregon Trail" undoubtedly has increased in appreciation since it has been put on so many school reading lists in the last few years. The Joseph Conrad vote places voyages in their popular place among travel titles. Harry Frank's book is still his best known title, altho his others are almost equally popular. The vote for "The Purple Land" is another tribute to literary talent of the highest order. Marco Polo's prominence is a testimony to the greatness of the importance of his trip rather than the wide reading the text has had, and the vote on Ernest Shackleton's "South" is a deserved tribute to a great book of adventure.

Selecting the Gift Book

By Irving Allen

IF the problem of helping the customer find a book for his own enjoyment is the chief one for the book salespeople, that of selecting a suitable gift book for a third person for whom the customer is choosing is no less perplexing. Oftentimes this calls for more selling skill because the salesman is working thru another's mind and not directly with the one to be considered finally. There are really two to please, the purchaser and the giver, so the bookman must continually bear in mind the recipient. For this reason it is important to distinguish between the customer's tastes and prejudices and the recipient's. The salesman after hearing the evidence must act as judge, and it is not always simple to discover the evidence.

Leaving aside the particular problem of selection for the moment, the general idea of books as gifts may be considered. Much can be done at graduation and wedding time to emphasize the charm and utility of books as gifts. As a matter of fact, hardly anything is more appropriate than a book—or sets of books—as a graduation gift. Perhaps the reason why they are not given more freely is that many persons, not daring to trust their own judgments, and unfamiliar with the enormous range of books, feel that other things make more suitable gifts. It is for book people to overcome this prejudice thru poster work or direct advertising with the conviction that books make unusual, personal, and distinctive gifts; that the right book may be found for every conceivable taste; and that a single book may become a source of unimagined influence for a lifetime. Well nigh permanent, they reflect distinction on both giver and receiver. These general considerations are widely held, but for the wavering customer they must be brought forth convincingly.

Then arises the immediate question of what to give. This compels an inquiry into some of the reading habits and interests of the one to be favored. Does he or she read much? What is his work? What are his hobbies? Too frequently the customer will want to give something that suits himself which is only natural, but may result in a book never being opened. In one instance a woman of high literary tastes was selecting a set of books for a wedding gift. She was very fond of Conrad and her own liking impelled her toward the Deep Sea Edition as a possibility. On the other hand she implied to the saleswoman that she was a little doubtful of her friend caring for reading of this kind. Upon inquiry it developed that he had expressed an unmistakable liking for some of Kipling's stories. Either set would have made, of course, an exquisite gift from the point of view of physical attractiveness alone. But the slight clue seemed to indicate the Kipling volume. The saleswoman is not called upon to judge the relative merits of authors, but to find the most suitable novels, poems, or essays for the one considered.

With a good deal of foresight, publishers have brought out books singularly adapted as gifts. The classics are practically all bound and boxed so as to appeal to the eye and hand of the customer. A good suggestion is that volumes of one author be purchased periodically on birthdays and anniversaries until a uniform set is completed. The flexible leather series is admirable for this. The frequent objection "that the customer is uncertain whether the one for whom he intends the book has read it" is overcome by emphasizing the joy of possession for a library, or if a classic the illumination to be gained by re-reading. Then always the privilege of exchange may be extended. A little touch of the intimacy of book giving is enhanced by pleasant inscriptions.

Then, of course, there are the inspirational books, "books with a purpose," and books on particular topics that incite and sustain a hobby such as gardening or mechanics or science that make the best kind of gifts. With this veritable treasure to draw from no one need go away feeling he cannot find "just the thing," but it is for the salesperson to dig down and uncover it.

Ethical Problems

IN Christopher Morley's colyum "The Bowling Green," this letter recently appeared:

SIR: There are two sides to this reading on the subway business! I travel on a Brooklyn express—never crowded, but usually with a fellow passenger on either side. I have been reading Stephen Graham's "Europe—Whither Bound," and every time I settle down to enjoy the book I find that the man on my left and the man on my right are doing the same thing—over my shoulders. The print of the book is good and the type clear and there seems to be no difficulty. EXCEPT—I read more rapidly than they do, and when I turn a page there is a half-audible expression of disgust. What is the etiquette on such occasions? Shall I say, "Mr. Appleton publishes this book at $2," or shall I slacken my reading pace?

KATHERINE TAPPERT.

Well-Made Books

"A GOOD deal has been said," writes Jonathan Cape, the London publisher, in his house organ, *Now and Then,* "as to the need of co-operation in the business for co-operation also between the publisher and the craftsman he employs. Let the publisher have a knowledge of printing, or at least an understanding of what really happens in a printing works. Let him have a definite taste in type fonts and know one from another, and above all let him draw up and arrange his own title-pages. Book production is a tedious business and should be undertaken only by those who love it and are prepared to give the time and the close attention that it demands.

"Printer and publisher should work in close association. It should be a feature of the books issued by a publishing house that they all have a general character and appearance. Among printers there is a term which is current, it is 'the style of the house,' and it designates a particular arrangement and use of types which that house adopts when given MSS. to put into type. The publisher should have his definite individual style also, which should be expressed not only in the printing but in the size of the book, the quality and finish of the paper, the lettering on the binding, the color and quality of the cloth, and the appearance of the 'jacket.'

"A characteristic style will always remain the individual property of the publisher so long as he maintains it. Imitation is never quite successful. The font of type may be copied and the book imitated in its broader aspect, but it is the detail that contributes the sum of the effect, and once a publisher devotes his attention to the small details and concentrates upon them, personal preference and character are bound to show and he will develop in time his own individual style. If a publisher is commercially minded and is content with what the printer gives him for his money, his books will not have a pleasing appearance. This will be reflected in the sales of his books, as the ordinary man is unconsciously influenced by the 'feel' of a book. How many people have had their interest aroused in a book, and then at the last moment have failed to buy it, or having bought it have not troubled to read it, for some intangible reason? A well-made book which is 'right' will intrigue a savage, providing his attention is not distracted by some interest which he understands better. A badly-made book not only disgusts the fastidious, but will never convert a Philistine to the pleasure of good reading, whereas a well-made book is a thing of beauty, and a—no, the rest of the sentence need not be written."

THE LATEST POSTER WHICH HAS JUST BEEN SENT OUT BY THE YEAR ROUND BOOKSELLING COMMITTEE EMPHASIZES THE PLACE OF BOOKS IN GRADUATING TIME GIVING. IT IS LITHOGRAPHED IN FIVE COLORS FROM A PASTEL BY THELMA CUDLIPP WHO HAS DONE SO MANY BEAUTIFUL BOOK JACKETS IN RECENT YEARS.

Book Hunger

JOHN FARRAR writing in the New York *Herald* on "A Year of *The Bookman*" says:

"That young men now have a better chance for publication and for quick recognition is not so much, I think, a sign of debased literary standards as it is a healthful display of a general increase in book interest. Publishing conditions are rapidly improving. There is a definite hunger on the part of the women—and the appetite is not exclusively feminine—for some indefinite thing which they perhaps call culture. This hunger they are satisfying by a reaching out for books and book information. We feel this interest here. From practically every city in the country and from small towns in every state come weekly letters which tell us of local literary activities and of local literary heroes. This movement is not urban, it is nationwide. At the risk of being a Pollyanna we should like to close by saying that to be writing books or editing a book magazine during the coming ten years is to have the promise of an audience.

An Uncorrected Galley

A LITTLE SUGGESTION

A Letter to the Dramatic Editor of the New York *Times* from Leonard Hatch:

"Queer how theatrical managers and publishers are so dense that they cannot take a hint from the movies. Of course, business for all three is not what it might be, but the motion picture industry has suffered the least.

"And why? Surely no one need ask that. The answer is simple: Life in the world of the theater and among publishers and authors is too all-fired dull and respectable. Yet the remedy lies ready at hand. Just a murder or two, gory and linked with scandal—and the trick is turned. Publishers would have no need to worry if the public could only hear:

Well-Known Publisher Meets With Foul Play

"Charles Scribbleday found with throat cut from ear to ear. Letter on his desk from Edith Wharton, but she maintains silence about affair; is to be grilled by police. Chesterton hurries back to England before detectives can reach him; his ship may be stopped by wireless. Margaret Deland sends half million roses to funeral, but maintains that is merely mark of respect. H. G. Wells expresses confidence in Scribbleday's character. Shaw cables word of sympathy, but adds that throat-cutting is too good for many Americans; those who do not like all his plays should be boiled in oil!

"Amy Lowell denies that interlocked hearts on publisher's bathing suit were embroidered by her. *Saturday Evening Post* offers million dollar reward; denies that refusal to print any more of Irving Cobb's stories has anything to do with affair. Fannie Hurst says she can prove she was at breakfast with husband at hour of murder. Kathleen Norris denies showing jealousy at one of Scribbleday's 'parties,' and flinging glass of home brew into Edna Ferber's face.

"Doings of other publishers and authors to be given thoro airing. Editor of *Atlantic Monthly* issues statement denying that pink lingerie has been found in their composing room.

"A few items like that are all that are needed to put the publishing business back into the running with the movies once more."

We cannot sufficiently admire the shrewdness of Mr. Wells and Mr. Shaw in going into the prophet game. It's so much easier these days to get ahead of the world than to keep up with it.—Keith Preston, Chicago *Daily News*.

Current Clippings

Carl Van Doren's new book, "Contemporary American Novelists," is a sequel to his last year's volume "The American Novel" and is published by the Macmillan Company. It contains critical studies of Hamlin Garland, Winston Churchill, Robert Herrick, Upton Sinclair, Theodore Dreiser, Booth Tarkington, Edith Wharton, James Branch Cabell, Willa Cather and Joseph Hergesheimer. It contains an interesting chapter on a new group of authors who are voicing the "revolt from the village," Edgar Lee Masters, Sherwood Anderson, E. W. Howe, Sinclair Lewis, Zona Gale, Floyd Dell, F. Scott Fitzgerald, and Dorothy Canfield.

Messrs. Thomas Nelson and Sons announce the addition of Sir Henry Newbolt to the editorial staff of their Loose-Leaf Encyclopaedia. He will act as European Editor in association with Dr. John H. Finley, Editor-in-Chief, and Sir Robert Falconer, Canadian Editor. Sir Henry is chief educational adviser to the House of Nelsons in Great Britain, and is well-known as a student and man of letters. He was recently appointed by the British Government to investigate the teaching of English in schools. He is an M.A. of Oxford, a Doctor of Laws of Glasgow, a Doctor of Letters of Bristol, and an Honorary Fellow of Corpus Christi College, Oxford.

An elaborate special edition of Mark Twain is being planned by P. F. Collier & Son Company which purchased the subscription rights to this work a few months ago. The whole edition as it will be completed has been sold to Gabriel Wells, the New York rare book dealer, an edition that will have a selling price of more than $200,000. The edition will have autographed title pages which were done by Mr. Clemens shortly before his death. There will be introductions especially written for the edition by a number of famous authors, giving an added literary value to this publishing enterprise.

The National Geographic Society has awarded the Grant Squire Prize to Vilhjamur Stefansson. The prize corresponds to the Pulitzer Prize in literature, and was awarded to Stefansson in recognition of the interest and value of his book "The Friendly Arctic." According to the resolution awarding the prize, it is the narrative of five years' exploration and scientific research by the Canadian Arctic Expedition, which was authorized, financed and directed by the Canadian Government.

Saturday Afternoons at Paul Elder's

Free Lectures as a Drawing Card to Bigger Business

OUT in San Francisco, Paul Elder has inaugurated a popular series of free lectures or, as he prefers to call them, "Half Hours with Eminent Speakers," which are proving of real value in the development of his book business.

The novel idea of gaining publicity in this manner first came to him back in 1915, shortly after he executed the "managerial flip-flop" which changed his establishment from an exclusive shop catering to the few to an all-round bookstore appealing to the many.

In the old, familiar place, at 239 Grant Avenue, the top floor was made into an attractive lecture gallery, simply hung with natural tinted monks cloth and seating about one hundred and seventy-five people. Provisions for the same sort of gallery have now been made in the new establishment at 239 Post Street.

The lectures may roughly be divided into two kinds—reviews of current books and talks on general subjects. Of course these headings do not cover one or two concerts and a couple of afternoons devoted to dramatic readings and exhibition dancing. Whenever available, it has been the policy to have authors talk about their own books, but lacking one of these acquiescent artists, Mr. Elder procures some well-known fellow-author to speak on current literature.

Each month a Calendar of Events with notices of coming lectures in the gallery is circularized and, together with announcements in the daily papers, it always insures a crowd which fills the little hall and frequently necessitates a repetition of the talk to satisfy an overflow audience.

This, in itself, is a general indication of how well the lecture system is working as a publicity scheme. Of course the question naturally arises as to just how far the audiences attending free lectures represent the book-buying public. Undoubtedly it is true that a small group of people attend these lectures regularly with no thought of a possible purchase; it is probably equally true that no direct returns ever result from such *habitués*. Yet obviously there are other factors entering into a consideration of the success or failure of the undertaking. Take Mr. Elder's own opinion, for example. In a recent letter he states:

"The activities in the gallery are of great value in the development of our business. They have secured for us the very hearty and loyal interest of a large number of people; they attract a large number of people to our building who thereby become familiar with the establishment, even tho at the time they are not direct purchasers; and they have secured for us a large amount of newspaper publicity, which I consider most valuable and which could not be obtained in any other way.

"As for the value of the lectures in directly stimulating the buying of certain definite books, that is a feature that varies greatly according to the nature of the books under discussion and the personality and influence of the lecturers. My experience with display newspaper advertising, both from my own insertions and from what I can see of the direct returns of publishers' advertising in the San Francisco papers, is that while all insertions must be valuable for their combined cumulative effect, there are very few indeed that result in creating direct, immediate demand for the books advertised in any great number. So it is with our lectures—there are instances when the direct response in sales is negligible; there are others when the event seems to have been a great influence in establishing a general run on the book in San Francisco, and results in a considerable immediate sale on the day of the event.

"With reference to the direct sale, I can instance notably the success we had with Charles Caldwell Dobie's book, 'The Blood Red Dawn.' Even tho the publishers failed to have a stock of the book in our hands on the day of the lecture, a generous number of orders were taken at the time, and as a result of our campaign, with the initial start of our lecture, we put Mr. Dobie's book on the map in San Francisco. Our sale for the book far exceeded that of any other store in San Francisco, and the sale in San Francisco exceeded that in other cities. Mr. Blake, the western representative of Harper & Bros, can readily confirm this. We had an excellent success with Mrs. Atherton's book, 'Sisters-in-Law,' and developed a sale for it very much larger than we had previously obtained for works of fiction in our store."

The benefits accruing to the establishment from these lectures, therefore, are the sort which always follow any systematic advertising campaign consistently pursued and conscientiously backed by "the goods." The buying public hears (directly or indirectly) about the current books and gains an impression that Paul Elder's is a center of intellectual activity and a place where desired books are to be found. In a word, the lectures help to create an atmosphere and advertise the fact that here is a thoroly up-to-date shop, conducted with open doors.

English Book-Trade News

From Our London Correspondent

MR. CAPE holds a brief for good printing. Years since, before he was publishing on his own account, it was obvious that he was struggling for a great ideal in book production. Now that he is the head of a new house, that ideal is coming nearer. In his *Now & Then*—the Cape House Organ, he writes:

"There is need at the present time for a better standard of book production. The craft of book-making has deteriorated in a most marked degree. Not only are printing charges unduly high, but the quality of the work is deplorable. Care in composition and in proof reading, uniformity of inking, promptness of service—all the things which at one time were matters of pride with book-printers, are sadly lacking today. The most famous printing firms are not exempt from this deterioration. It is only with the greatest difficulty that even respectable work can be obtained. Let it be said for the credit of the master-printer that he admits and deplores the present low standard. The responsibility is not entirely his, the employing publisher is also to blame. Slipshod printing and shoddy production have been accepted as inevitable, as a legacy of the war. There is no longer any excuse for either.

And he practices what he preaches, because his books are produced in the best possible way, with infinite care, and full of real, tangible art. Even those who know nothing about rules and formula exclaim with pleasure when they handle his excellent books. And this choice style Mr. Cape carries to his circulars. We have one in front of us now —"Novels of To-Day." It is got up so effectively that it must bring orders. Just as his advertisements are distinctive, so are his books and publicity material. It is a good thing for present day publishing to have Mr. Cape's ideals moving among us. Another feature of this publishing house is the interest it is taking in American literature. Read what he says in his *Now & Then*.

"The question is frequently put, usually by booksellers, 'Why do you publish so many American books?—people are not interested in America.' The answer is that people *must* be interested in America. There is no necessity to import the extravagances of domestic sentiment or physical prowess which, as best-sellers, were a feature of American publishing a decade ago.

"There is, however, a new spirit to-day in America, and it is producing a literature. As it *is* literature, its interest for readers is, or should be, international. Sherwood Anderson, Edith Wharton, Dorothy Canfield, Sinclair Lewis and Joseph Hergesheimer can tell us something about life—real life. The detail is different, and for this reason is more interesting to some, but the underlying motive is the same, the rendering of life as lived and felt by people of flesh and blood."

Mr. Cape is also bringing before the English public the works of Mencken, Carl Sanburg, Joseph Anthony, Harvey O'Higgins and Eugene O'Neill.

In spite of the thousand and one troubles that publishers and booksellers have to face each year, and in spite of the new trouble, the strike of the packers, bookselling, in its broadest sense, is going ahead. Something of America's enthusiasm for making the book better known is having its effect here. The "Buy a Book a Week" campaign is becoming in England "Buy a Book To-day." An excellent objective and if the assistant in the book-store will just "Sell a Book a Minute," why bookselling will come into its own. Here are some chips from a well-known London Weekly: *Public Opinion*.

"The only way to make the cry of "Buy a Book To-day" effective is by creating an intense love of reading and an appetite for possessing—and even marking—one's own books. Some books should never be read in borrowed copies—that is sacrilege.

"It is tragic even to go thru our second-hand bookshops and see the splendid treasures of literature, well-printed, illustrated, and bound, which are being sold for a song.

"The lack of books is due to a lack of will and to a lack of the love of books for their own sakes.

"We English people have *not* acquired the habit of book-buying. We only buy books by accident or under pressure, or mainly as 'furniture,' and even so not as furniture of the mind.

"Despite the cheapness of books and the spread of education it is still true to say that the supply of books in most houses is simply beggarly and shameful."

Mr. G. K. Chesterton expounded his ideas about films to the members of the Stoll Picture Theatre Club recently, and confessed that he had but recently become a convert to the kinema. "When I found that modern governments were trying to suppress it," he said, "I felt that there must be something good and Christian-like about it."

Changes in Price

LITTLE, BROWN & COMPANY

Effective June 15, 1922:

Alcott, Louisa M. "Little Women Series," Regular Edition, 8 vols. each, $1.50; "Little Women Series," Illustrated Edition, 8 vols. each, $2.50; "Spinning-Wheel Series," Regular Edition, 4 vols. each, $1.50; "Aunt Jo's Scrap-Bag," 6 vols. each, $1.50; "Lulu's Library," 3 vols. each, $1.50.

Burgess, Thornton W. "Bedtime Story-Books," 20 vols. each, 60c; "Mother West Wind Series," Trade Edition, 8 vols. each, $1.00; "Green Meadow Series," 4 vols. each, $1.50; "Green Forest Series," 2 vols. each, $1.50.

Driggs, L. LaT. The Adventures of Arnold Adair, $1.75.

Farnol, Jeffery. "The Broad Highway;" "The Amateur Gentleman;" "Our Admirable Betty;" "Beltane the Smith;" "The Definite Object." Each, $2.00.

Hall, E. C. "A Book of Hand-Woven Coverlets," $4.00.

James, G. W. "In and Out of the Old Missions," $4.50.

Handy Library Editions of Jane Austen; Edward Bulwer-Lytton; Alphonse Daudet; Alexandre Dumas; George Eliot; Victor Hugo; Samuel Lover's "Handy Andy;" Samuel Warren's "Ten Thousand a Year," $1.75 per volume.

Communications

RARE BOOK PRICES

[Editorial Note.—This discussion of rare book prices was started by Mr. Cannon's (of the New York Public Library) article in the February 11 issue which outlined the difficulty of obtaining out of print books. To this Burdock replied in a letter in the February 25 issue saying libraries were loathe to pay a just price for second hand books. In the April 1 issue two librarians defended their position. Now Burdock answers them.]

Editor, PUBLISHERS' WEEKLY,

Mr. Read, of Los Angeles, in his letter in reply to my communication of February 25, practically admits the justice of my contention that libraries are unwilling to pay fair prices for O. P. books.

He says, "We may advertise for a book which we are willing to buy at the original price, *but not at a premium*" (the italics are mine).

In other words he is not willing to allow the dealer any profit over and above the published price. No wonder a large dealer in second-hand books (in N. Y.) said to me "I seldom read in the library 'Books Wanted,' they won't pay for books which my private customers will readily take."

Yours,
BURDOCK.

"WHO'S WHO CORRECTED"

New York,
April 20, 1922.

Editor, PUBLISHERS' WEEKLY:

Referring to your obituary notice of Ernest Alfred Vizetelly in the issue of "Publishers' Weekly" for April 1st, and the statement that he was associated with Vizetelly and Company, permit me to draw your attention to the fact that on page 293 of "Emile Zola, Novelist and Reformer," written by my brother Ernest, he makes the following statement: "I do not belong to the firm of Vizetelly and Company and I know nothing about it."

I shall feel obliged if you will kindly print this correction.

Yours very truly,
FRANK H. VIZETELLY.

Personal

CLINTON T. BRAINARD, president of Harper and Bros, has left for a two months' business trip to Europe.

MORGAN P. TAYLOR, for many years associated with G. P. Putnam's Sons, as advertising manager, has resigned to go to the C. J. Oliphant Agency.

Business Notes

HOUSTON, TEXAS.—The Teolin Pillot Co., formerly at 409 Main St., has moved to 1014 Texas Ave., (60 steps from Main).

ST. PAUL., MINN.—Ernest R. Greenwood, 11 East 10 Street, will start a mail order book house.

HARRISBURG, PA.—Katharine F. Comstock, with library experience and bookselling experience at the store of Dives, Pomeroy and stewart, will soon open a new book store.

PHILADELPHIA, PA.—Henry T. Harper, who formerly represented George W. Jacobs & Co., and later David McKay, has opened a book and curio shop at 35 South 8th Street. He wants catalogs, especially those of rare and out-of-print items.

COMING SOON

THE ENGLISH CATALOG OF BOOKS

for 1921, 8vo. cloth, $4 net.

This is the first annual supplement to the tenth volume of the permanent English Catalog covering the period 1916-1920. This standard bibliography dates back to 1801 and is the only complete index to British book publications in existence.

THE PUBLISHERS' WEEKLY
62 West 45th Street, New York

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

For complete index to new publications, use the Spring Announcement Number, March 11, 1922.

Allen, Mrs. Ida Cogswell Bailey, comp.
Woman's world calendar cook book; balanced menus and tested recipes, canning charts, cooking time tables, monthly messages on food values. 96 p. il. (part col.) O [c. '22] Chic., Woman's World Magazine Co., inc. 35 c.

Associated Industries of Massachusetts
Directory of Massachusetts manufacturers; issued under the editorial supervision of the Associated industries of Massachusetts. 674 p. O c. '22 Bost., Sampson & Murdock Co., 377 Broadway $6
A list of the industries in Massachusetts together with the name of product, the number of employees, names of officers and amount of capital of each.

Ayre, Henry Castle
Método Ayre para aprender el idioma Inglés parte segunda; texto oficial de la escuela superior de comercio de la republica del Uruguay. 337 p. D c. N. Y., Appleton $1.75

Balzac, Honoré de
The original French text of The droll stories. 514 p. S (Libri librorum) '22 N. Y., Knopf $2.50

Barnes, Jessie Foster
Histoires et jeux; a book of simple French stories, songs and games. 9+188 p. front., pls., music D [c. '22] Bost., Ginn 76 c.
Besides the songs and games this volume contains descriptive sketches and quaint stories of French peasant life in Normandy,, Brittany and Alsace.

Beglinger, Nina J.
Constructive lessons in English for the foreign born. 14+159 p. il., pls., facsms., maps D [c. '22] Bost., Badger $1.25
The material in this book is in use in the Evening Elementary Schools in Detroit, Michigan.

Bible
A brief Bible history; a survey of the Old and New Testaments; [by] James Oscar Boyd, D.D., and John Gresham Machen, D.D. 128 p. D c. Phil., The Westminster Press bds. 60 c.
Contents: The development of the Church in Old Testament times; The life of Christ and the development of the Church in New Testament times.

Bible, New Testament
The Christmas story from the Gospel of St. Luke and the Gospel of St. Matthew: Douay version; il. by John Rae. no paging col. front., col. pls. S [c. '21] Chic. & N. Y., P. F. Volland Co. bds. $1.25
A gift edition, elaborately illustrated.

Book (The) review digest; 17th annual cumulation with cumulated index 1917-1921; reviews of 1921 books; ed. by Marion A. Knight and Mertice M. James. 12+724 p. Q '22 N. Y., H. W. Wilson Co. $6

Bordeaux, Henry
La peur de vivre; ed. with introd., notes, and vocabulary by Henry Ward Church. 25+276 p. front. (por.) S [c. '22] N. Y., Holt 88 c.

Brighouse, Harold
Hepplestall's. 10+320 p. D c. N. Y., McBride $2
A novel of a Lancashire town, in which there is a bitter feud between the Hepplestalls and the Bradshaws.

Burt, Katherine Newlin [Mrs. Maxwell Struthers Burt]
Q. 312 p. D c. Bost., Houghton Mifflin $2
A story of love and adventure set in a sleepy town in New York.

Burton, Charles Pierce
Bob's hill trails. 268 p. front., pls. D (Bob's hill ser.) c. N. Y., Holt $1.75
The further adventures of eight boys in their rendezvous, a secret cave.

Cabrol, Fernand, abbot of Farnborough
Liturgical prayer; its history and spirit; tr. by a Benedictine of Stanbrook. 14+382 p. O '22 N. Y., Kenedy $4.50
This volume was first published in 1900 under title: "Le Livre de la Prière Antique."

Alling, Harold Lattimore
The mineralography of the feldspars; Journal of geology v. 29 no. 3. May 1921. various paging il. pls. O Rochester, N. Y., [Author], 901 East Ave., pap. $1 [100 copies]

Ayres, Leonard Porter
The automobile industry and its future. 31 p. charts tabs. diagrs. O [c. '21] Cleveland, O., The Cleveland Trust Co. pap. gratis

Barlow, H. M., comp.
The quarterly journal of medicine; index to v. 1-xii; 1907-19; [a detailed subject index which should make the twelve published volumes accessible.] 4+174 p. O '21 N Y., Oxford University Press $14

Carvalho, S. S.
Complete auction bridge for 1922; the game, the bidding, the play, the laws. 100 p. O '22 N. Y., Current Book Co., inc., 140 Cedar St. 50 c.
"The purpose of this book is to standardize the game among average players."

Coburn, Frank Warren
The battle of April 19, 1775, in Lexington, Concord, Lincoln, Arlington, Cambridge, Somerville and Charlestown, Massachusetts; 2nd rev. ed., with additions. 28+189 p. front. (por.), pls., pors., facsms., maps (part fold.) O c. Lexington, Mass., Lexington Historical Society $1.75
The first edition of this work was published by the author in 1912.

[Cook, Henry Caldwell, ed.]
Homework and hobbyhorses; Perse playbooks no. 6. 58 p. music D [n. d.] N. Y., Dutton $1.25
New poems by boys of the Perse School, Cambridge, England.

Cowan, Sam K.
Sergeant York and his people; il. from photographs taken especially for this book. 292 p. front. (por.), pls., pors. O c. N. Y., Funk & Wagnalls, 354 4th Ave. $2
The story of the ancestry and environment of Sergeant York together with the general characteristics of the man to whom Marshal Foch said "What you did was the greatest thing accomplished by any private soldier of all the armies of Europe."

Cundall, Frank
The life of Enos Nuttall; Archbishop of the West Indies; with a foreword by the Archbishop of Canterbury; with maps and illustrations. 16+256 p. front. (por.), pls., pors., fold. col. map O '22 N. Y., Macmillan $4.80

Dante Alighieri
Dantis Alagherii opera omnia; 1, La divina commedia; Il canzoniere; 2, Vita nuova, Il convivio, Eclogae, De monarchia, De vulgari eloquentia; Quaestio de acqua et terra, Epistolae. 28+537; 523 p. S (Libri librorum) '22 N. Y., Knopf $5 set

Dell, Ethel May
The odds and other stories. 414 p. D c. N. Y., Putnam $2
A collection of seven short stories.

Dostoevskii, Fedor Mikhailovich
Crime and punishment. [in Russian.] 651 p. S (Libri librorum) '22 N. Y., Knopf $2.50 bxd.

Downes, Olin
The lure of music, picturing the human side of great composers, with stories of their inspired creations; pors. by Chase Emerson; [the musical il. are selected from the records of the Columbia graphophone company.] 6+360 p. O c. '22] N. Y., Harper $1.50

Federal Trade Information Service
Treaties and resolutions of the Conference on the limitation of armament as ratified by the United States Senate; facts and tables. 60 p. tabs. O c. '22 N. Y., Federal Trade Information service, 175 5th Ave. pap. 50 c.; $1
Beside the texts of the treaties there are comprehensive tables on naval armaments land forces, taxes and debts, and chapters on American savings and the Far Eastern questions.

Finney, Harry Anson, and Brown, Joseph Clifton
Modern business arithmetic; complete course; rev. edition. 485 p. il., diagrs., forms, facsms. D [c. '16-'22] N. Y., Holt $1.40

Fisher, Lena Leonard
The river dragon's bride; being some story beads gathered in south China and strung on a thread of memory. 142 p. front., pls. D [c. '22] N. Y. & Cin., Abingdon Press $1.25
Eight stories of China and Chinese customs.

Forster, Arthur Leopold
The white mark; an editorial history of chiropractic; [editorials from the National journal of chiropractic.] 9+346 p. D '21 Chic., The National Pub. Assn., 20 Ashland Blvd. leath. $7.50

Fowler, Harry Alfred
Radio for the beginner. 40 p. S c. Kansas City, Mo., [Author], 17 Board of Trade bds. $1
The facts of radio are presented in a simple, concise manner, making a brief survey embracing the knowledge necessary to the successful operation of a radio set. The author was an officer in the U. S. A. Signal Corps, during the war.

Goethe, Johann Wolfgang von
Goethe's Faust. [in German.] 572 p. S (Libri librorum) '22 N. Y., Knopf $2.50 bxd.

Gosse, Edmund William
Aspects and impressions. 299 p. O '22 N. Y., Scribner $3
Partial contents: Henry James; The first draft of Swinburne's "Anactoria," The foundation of the French Academy; Two French critics: Emile Faguet-Remy de Gourmont; The writings of M. Clemenceau; A visit to the friends of Ibsen; Fairyland and a Belgian Ariosto.

[Callaway, Timothy Walton]
Callaway Baptist preachers, 1789-1882; [a history of twenty Callaway preachers.] 55 p. Q '21 Atlanta, Ga., Index Pub. Co. priv. pr.

Federation for Child Study. Children's Literature Committee
Supplement to A selected list of books for children, 1921 by the Children's literature committee. 16 p. D [n. d.] N. Y., Federation for Child Study, 2 W. 64th St. pap 10 c.

Field, Marshall, and Company
Chicago; the great central market; a collection of editorials and illustrations from the Field quality news, a monthly publication issued by Marshall Field and company, wholesale to its merchant customers. 49 p. col. front. pls. il. map obl. Q c. '21 Chic., Marshall Field & Co., Publicity Dept. bds. apply.

Gehrkens, Karl Wilson
Papers and proceedings of the Music teachers' national association; 43rd annual meeting, Detroit, December 28-20, 1921. 160 p. O (Studies in musical education, history and aesthetics; 16th ser.) '22 Hartford, Conn., Music Teachers' National Assn. apply.

Gourmont, Remy de

Mr. Antiphilos, satyr; tr. from the French by John Howard; with an introd. by Jack Lewis. 272 p. D c. N. Y., Lieber & Lewis, 27 Vanderwater St. $2

The story of Antiphilos, as he dons civilized clothes and begins living with a group of modern men and women.

Gray, Joslyn

The other Miller girl. 224 p. front., pls. D c. N. Y., Scribner $1.60

A story for girls in their teens.

Holt, Luther Emmett, and Howland, John

The diseases of infancy and childhood; for the use of students and practitioners of medicine; 8th ed.; fully rev., with 179 illustrations. 19+1127 p. il., pls., (part col.), diagrs. O [c. '97-'22] N. Y., Appleton $7.50 [subs. only]

Homer

The Iliad and the Odyssey; ed. by Paul Cauer. [in Greek.] 1007 p. S (Libri librorum) '22 N. Y., Knopf $2.50

Hudson, Jay William

Abbé Pierre. 351 p. D c. N. Y., Appleton $2

A novel of today in the land of Gascony.

Japan (The) year book; complete cyclopedia of general information and statistics on Japan and Japanese territories for the year 1921-22; 16th annual publication; by Y. Takenob. 812 p. (7 p. bibl.) tabs., fold. col. map D ['21] N. Y., The Dixie Business Book Shop [Am. Agts.], 140 Greenwich St. $7.50

A who's who of Japan together with a survey of the economic conditions of the country.

Kellogg, John Harvey

The new dietetics; what to eat and how; a guide to scientific feeding in health and disease. 933 p. pls., tabs. O c. '21 Battle Creek, Mich., The Modern Medicine Pub. Co. $6.75 ¾ leath. $7.75

Partial contents: Food principles; The energy of food—the calory; The protein ration; Fats; Food salts; Vitamins; Wholesome foods: cereals, vegetables, fruits, nuts; Poisoned foods; Diet in disorders of the digestive organs; Diet in disease; Making the bill of fare.

Tobaccoism; or, How tobacco kills. 160 p. D '22 Battle Creek, Mich., The Modern Medicine Pub. Co., 65 N. Washington Ave. pap. 65 c.; $1

Partial contents: Poison in the old pipe; How tobacco disorders digestion; The smoker's heart; Effects of tobacco upon the brain; Why athletes in training do not smoke; Use of tobacco by women; Does a man need soothing?; Tobacco "cures."

Kennan, George

E. H. Harriman; a biography; with il.; 2 v. 16+421 p. fronts. (pors.), pls., pors., fold. map O c. Bost., Houghton Mifflin $7.50

A record of the life and achievements of the American financier.

Langstroth, Lorenzo Lorrain

Langstroth on the hive and honey bee; revised by Charles and C. P. Dadant; this edition rev. and rewritten by C. P. Dadant; 21st edition. 10+438 p. front., diagrs., pors., il., pls. O '22 c. '88-'22 Hamilton, Ill., The American Bee Journal $2.50

Larminie, Margaret Rivers

Search. 351 p. D c. N. Y., Putnam $2

A first novel—the story of young Jim; his hopes, his mistakes and moments of happiness.

Legrain, Leon

Historical fragments. 108 p. pls. Q (University of Penn., The university museum; pubs. of the Babylonian section v. 13) '22 N. Y., [Appleton] pap. $3.50

Lescarboura, Austin Celestin

Radio for everybody; being a popular guide to practical radiophone reception and transmission and to the dot-and-dash reception and transmission of the radio telegraph, for the layman who wants to apply radio for his pleasure and profit without going into the special theories and the intricacies of the art. 334 p. front., pls., diagrs. D c. N. Y., Scientific American Pub. Co., 233 Bway $1.50

Marden, Orison Swett

Round pegs in square holes. 294 p. front. (por.) D (The Marden inspirational books) [c. '22] N. Y., Crowell $1.75

Partial contents: Fit yourself to fit your career; The tragedy of a misfit; Your talent is your call; Will your occupation elevate or debase you?; Starting late in life; In harmony with your job; Whatever you do, be all there; A fish out of water; The curse of indecision; The job with an outlook; The psychology of success.

Mills, James Porter

Mind's silent partner; the high counselor within. 14+306 p. front. (por.) D c. N. Y., E. J. Clode $2

Essays on the science of living.

Munn, Glenn G.

The paying teller's department. 144 p. S (Bank dept. ser. 1) '22 N. Y., The Bankers Pub. Co., 253 B'way $1.25

Nathan, Robert

Youth grows old. [verse.] 54 p. O c. N. Y., McBride $1.50

"A book of poems, which, taken as a whole, form the spiritual and emotional autobiography of a young man."

Holsman, Henry K., and Parlette, Ralph

Giant we-the-people and Judge Landis' award. 45 p. S [c. '22] Chic., Parlette-Padget Co., 122 S. Michigan Ave., pap. 35 c.

Kofoid, Charles Atwood, and Swezy, Olive

Mitosis and fission in the active and encysted phases of giardia enterica [grassi] of man, with a discussion of the method of origin of bilateral symmetry in the polymastigote flagellates. various paging (2 p. bibl.) pls. O (Univ. of California pubs. in zoology; v. 20, no. 8 March 7, 1922) Berkeley, Cal., University of California Press pap. 50 c.

La Mer, Victor Kuhn

The effect of temperature and hydrogen ion concentration upon the rate of destruction of the antiscorbutic vitamin. 36 p. il. O '21 N. Y., [Author], Havemeyer Hall, Columbia University pap. gratis [100 copies]

Newell, Edward Theodore

The first Seleucid coinage of Type. 40 p. pls. S (Numismatic notes and monographs, no. 10) c. '21 N. Y., The American Numismatic Society, B'way & 156th St., pap. $1

Owen, Will

Old London town. 163 p. il. D '22 N. Y., McBride $1.75

An intimate guide to London, its inns, and literary landmarks.

Palmer, George Herbert

Self-cultivation in English and The glory of the imperfect; [new ed., two volumes in one.] 64 p. S (Large type edition) [c. '97-'98] N. Y., T. Y. Crowell pap. 25 c.

Pendleton, Louis Beauregard

Kidnapping Clarence; a boy's adventures by canoe and portage trail. 322 p. front., pls. D c. N. Y., Holt $1.75

The adventures of Clarence among the woods and lakes of Canada. For boys from 12 and upwards.

Pilling, E. W.

Premium bond values tables; showing values of and yields from bonds redeemable at a price other than par. 75 p. F c. '22 Bost., Financial Pub. Co., 17 Joy St. buck. $7.50

Pixley, Francis William, ed.

The accountant's dictionary; a comprehensive encyclopedia and direction on all matters connected with the work of an accountant; il. with the necessary forms and documents; with contributions by eminent authorities on accountancy and accountancy matters; in two volumes. v. 1 [A-For] 12+495 p. forms, tabs. O N. Y, Pitman $18 set

Ponting, Herbert G.

The great white south; being an account of experiences with Captain Scott's South Pole expedition and of the nature life of the antarctic; with 164 photographic il. by the author; 11 by Capt. Scott, and others, a map and 2 drawings; and an introd. by Lady Scott. 26+305 p. front., pors, pls., facsms. O '22 N. Y., McBride $7.80

The author was the official photographer of the Scott expedition of 1910-13 which reached the South Pole.

Pound, Arthur

The iron man in industry; an outline of the social significance of automatic machinery. 14+230 p. O [c. '22] Bost., The Atlantic Monthly Press $1.75

Partial contents: From land to mill; The leveling of wages; Mind and machine; The changing corporation; War and work; Education for leisure; God and man.

Reed, Robert Rentoul and Washburn, Lester Harold

Blue sky laws, analysis and text; [an authoritative and analytical treatment of all the Blue sky laws of the United States relating to the sale of securities, for lawyers, bankers and busines men; together with a complete text of these laws.] 471 p. O N. Y., Clark Boardman Co., ltd., 31 Park Place $7.50

Scales, Laura Woolsey Lord

Boys of the ages; their dreams and their crafts. 210 p. pls., il. D [c. '22] Bost., Ginn 72 c.

A book of stories which were told in the Boston Museum of Fine Arts to children in many varied groups.

New York. Department of Labor. Division of Women in Industry. Bureau of Research and Codes

Women who work. 40 p. tabs. charts O (No. 110; April, 1922) Albany, N. Y., New York State Dept. of Labor pap. gratis

Pennsylvania. Dept. of Public Instruction

Arbor days and bird days; April 14th and April 21st, 1922. 57 p. maps pors. pls. O Harrisburg, Pa., Pennsylvania Dept. of Public Instruction pap.

Regents (The) questions and answers in American history with civics covering the requirements of high schools and college entrance; [containing a topical development of the subject by question and answer; the answers are correct and complete including maps; the answer follows each question; New York state.] 160 p. S [c. '21] N. Y., Regents Pub. Co., 32 Union Sq. pap. 60 c.

Regents (The) questions and answers in biology, botany, zoology and physiology covering the requirements of high schools and college entrance; containing all the questions and all the answers; the answers are complete, including diagrams when required, and as accurate as the questions themselves; each question is followed by the answer: New York state.] 111 p. S [c. '22] N. Y., Regents Pub. Co. pap. 60 c.

Regents (The) questions and answers in chemistry covering the requirements of high schools and college entrance; [containing all the questions and all the answers; the answers are complete, including diagrams when required, and as accurate as the questions themselves; New York state.] 94 p. diagrs. S [c. '21] N. Y., Regents Pub. Co. pap. 60 c.

Regents (The) questions and answers in French; 1st and 2nd year; covering the requirements of high schools and college entrance; [containing a topical development of the subject by questions and answers; the answers are complete, including phonetic alphabet, verbal idioms, proverbs and vocabulary; each question is followed by the answer; New York state.] 112 p. S [c. '21] N. Y., Regents Pub. Co. pap. 60 c.

Regents (The) questions and answers in modern European history covering the requirements of high schools and college entrance; [containing a topical development of the subject by question and answer suitable for lesson assignments; the answers are correct and complete including maps; the answer follows each question; New York state.] 128 p. S [c. '22] N. Y., Regents Pub. Co. pap. 60 c.

Regents (The) questions and answers in physics covering the requirements of high schools and college entrance; [containing all the questions and all the answers; the answers are complete, including diagrams when required, and as arcurate as the questions themselves; each qsestion is followed by the anwer; New York state.] 109 p. diagrs. tabs. S [c. '21] N. Y., Regents Pub. Co. pap. 60 c.

Regents (The) questions and answers in Spanish; 1st and 2nd year; covering the requirements of high school and college entrance; [containing a topical development of the subject by question and answer, the answers are complete, including irregular verbs, verbal idioms, proverbs and vocabulary; the answer follows each question; New York state.] 128 p. S [c. '22] N. Y., Regents Pub. Co. pap. 60 c.

Seymour, Mrs. Beatrice Kean

Intrusion. 339 p. D c. N. Y., Seltzer $2
A second novel by the author of "Invisible Tides."

Sidgwick, Ethel

The three golden hairs; more plays for children. 99 p. D [c. '22] Bost., Small, Maynard $1.25
A dramatization of two stories from Grimm.

Sievers, Eduard, ed.

Der Nibelunge not; Kudrun. 626 p. S (Libri librorum) '22 N. Y., Knopf $2.50

Smith, Hon. Bruce

The truisms of statecraft; an attempt to define, in general terms, the origin, growth, purpose, and possibilities, of popular government. 31+255 p. D '21 N. Y., Longmans, Green $2.60

Smith, Preserved

A short history of Christian theophagy. 223 p. (8¾ p. bibl.) O c. Chic., Open Court Pub. Co. $2
The author explains the idea of the sacrificed and eaten god from the beginning of time to the present.

Squier, Emma Lindsay

The wild heart; with an introd. by Gene Stratton-Porter; il. and decorations by Paul Bransom. 220 p. D c. N. Y., Cosmopolitan Bk. Corp. $2
The record of the experiences of a little boy and girl who lived a few years ago on the shores of Puget Sound. It is a story for adults of the ways of the wild.

Tarkington, Booth i.e. Newton Booth

Gentle Julia; il. by G. Allan Gilbert and Worth Brehm. 375 p. col. front., col. pls. D c. Garden City, N. Y., Doubleday, Page $1.75
A story of youth, in which the author tells of Julia, a young bewitching girl in her early twenties and of the influence she had upon the young men of her acquaintance, as she passed on her "sweet destructive way, unconscious of these devastations."

Taylor, Bert Leston [B. L. T., pseud.]

The so-called human race; arranged with an introd. by Henry B. Fuller. 10+330 p. D c. N. Y., Knopf $2
The second volume in the collected edition of B.L.T's work, which includes both verse and prose selected from his column "A LINE-o'-Type or Two"

Thompson, Ruth Plumly

Kabumpo in Oz; founded on and continuing the famous Oz stories by L. Frank Baum; il. by John R. Neill. 297 p. col. front. il. col. pls. O [c. '22] Chic., Reilly & Lee Co. $1.75
The story of an "elegant elephant" in the land of Pumperdink.

Titus, Harold

Timber. 379 p. D [c. '22] Bost., Small, Maynard Co. $1.75
A story of the struggle between the destroyers and the conservers of white pine in which the author pictures the tragedy of forest waste and forest destruction.

Vance, Louis Joseph

Linda Lee, incorporated; a novel. 389 p. D [c. '21-'22] N. Y., Dutton $2
A story of the movies with an inside view of studio life and screen stars, with the scene laid in Hollywood.

Van de Water, Frederic F.

Grey riders; the story of the New York state troopers, [foreword by George Fletcher Chandler.] 10+370 p. front. (por.), pls. O c. N. Y., Putnam $2.50
A story of the New York State police, what they do and how they do it, written by a newspaper man who is an "honorary member" of the force.

Van Vorst, Marie

The queen of Karmania. 358 p. D [c. '22] Bost., Small, Maynard $1.75
The romance of an American engineer who is lured to Karmania by the memory of a dream portrait of Karmen Mara.

Waley, Arthur, tr.

The No plays of Japan; [with an introd. for American readers.] 269 p. 1¼ p. bibl.) front., pls., diagrs. O c. N. Y., Knopf bds. $5
Twenty plays of the 15th and 16th centuries.

Watkins, Emma

How to teach silent reading to beginners. 133 p. il. D (Lippincott's school project ser.) [c. '22] Phil., Lippincott $1.80

West, Judson S.

Practical law made plain. 114 p. D c. '21 Hartford, Conn., Edwin Valentine Mitchell, 27 Lewis St. bds. $1.50
Information on legal matters for the average person. The author is justice of the Supreme Court of Kansas.

Work, Milton Cooper

Par auction; analysis of play; series A-packs no. 1-no. 2. 59 p. il. O [c. '21] Springfield, Mass., Milton Bradley bds. $1

Wright, Mignon

Eight hundred theme assignments; topics, directions, models. 5+46 p. O c. '22 Oak Park, Ill., [Author], High School pap. $1
A handbook of narrative themes for the use of high school teachers.

Wylie, Ida Alena Ross

The dark house. 275 p. D [c. '22] N. Y., Dutton $2

Travelers Insurance Company

Safe foundry practice; [2nd ed.] 8+85 p. il. pls. O [c. '21] Hartford, Conn., The Travelers Insurance Co. pap. gratis

Wisconsin. State Board of Control, comps.

The administration of the aid to dependent children's law [Mothers' pension law] in Wisconsin. 32 p. tabs. O '21 Madison, Wis., Wisconsin Board of Control pap.

Wright, Douglas, jr.

Equilibrium studies with certain acids and minerals and their probable relation to the decomposition of minerals by bacteria. various paging tabs. diagrs. Q (Univ. of Cal. pubs. in agricultural sciences; v. 4, no. 10; March 22, 1922) Berkeley, Cal., University of California Press pap. $1.25

Rare Books, Autographs and Prints

FORTY-SIX woodcuts by the French Swiss artist, Felix Valloton, are on view at the Weyhe Galleries.

An interesting volume "Some Account of the Oxford University Press, 1468-1921" has just been issued by the Clarendon Press, Oxford. It is an admirable survey, profusely illustrated, of the university's work in the production of books during five centuries.

Notable mezzotints and stipples in proof and open letter proof state by seventeenth and eighteenth century British and Dutch engravers from the collection of the late John B. Pearse of Roxbury, Mass., will be sold at the American Art Galleries May 4 and 5.

Dedication of eighty-five elm trees to the memory of the late John Burroughs took place at Big Indian, in the Catskills, April 22. Two stone benches at the Burroughs memorial tablet were unveiled and were accepted for the State of New York by Secretary Preston of the Conservation Committee.

John Howell, the San Francisco rare book dealer, who has issued several books in limited editions, the original manuscripts of which have passed thru his hands, is now publishing another book from the manuscript of Bret Harte's "Dickens in Camp." It will be printed by Edwin Grabhorn whose artistic printing has attracted much attention and will have an introduction by Frederick S. Myrtle.

The sale of modern first editions collected by William McPherson, of Vancouver, B. C., with additions, at the Anderson Galleries, April 17 and 18, bears evidence to the keen interest in first editions of modern authors, most of whom are still living. Good prices were realized for collections of Aubrey Beardsley, James B. Cabell, Joseph Conrad, John Masefield, H. G. Wells, and others. The original manuscript of O. Henry's "The Dream," his last story, left unfinished, brought $180.

The Archaeological Society of Washington has announced thru its secretary that Dr. Johannes Gennadins had presented to the American School of Classical Studies at Athens his private library of 50,000 volumes, valued at $250,000, containing collections illustrating the history and institutions of Greece from the earliest times. The possession of this library, it is said, will make the American School at Athens the world center for the study of Greek history, literature and archaeology.

Charles F. Heartman, Perth Amboy, N. J., has reprinted in the Heartman Historical Series (No. 36) Hugh Meredith's "An Account of the Cape Fear Country, 1731" given in letters to the *Pennsylvania Gazette* and reprinted from a file in the possession of the Pennsylvania Historical Society and edited by Earl Swegg Swem, librarian of the College of William and Mary. Meredith was Benjamin Franklin's partner at one time and this description of the Cape Fear region is one of the earliest we have.

The autobiography of Countess Sophie Tolstoy, wife of the great Russian novelist, has just been printed in a Russian magazine and will shortly be published in London and New York. The manuscript was originally handed to Professor Vergerow of Petrograd. On his death his papers came into the possession of the Petrograd Institute of Learning, where the autobiography was discovered. It is said to throw a flood of light on the last two or three decades of the great Russian's life.

The New York Public Library, assisted by loans from the library of J. Pierpont Morgan, the Library of Columbia University, the Dramatic Museum, and the American Academy of Arts and Sciences, is giving an exhibition commemorating the tercentenary of the birth of Molière. The outstanding feature of the exhibition is a fine collection of first separate editions of the plays and the early editions of the collected works previous to the first edition of the complete works by La Grange and Vinot published in 1862.

A notable collection of books, broadsides, bookplates, coins, medals, etchings, engravings, illuminated manuscripts and *Horae* illustrative of "the dance of death," gathered over a period of a half century by Miss Susan Minns, of Boston, will be sold at the American Art Galleries May 2 and 3. This is the most important collection of its kind that has ever appeared in the auction room, containing more than a thousand lots, and including manuscripts of the thirteenth, fourteenth, fifteenth and later centuries and about every known edition of Holbein's "Dance of Death" since its first publication in 1538.

The Bookman's Journal and Print Collector for April is a very interesting number. Its leading articles include "Henry Raeburn: His Portraits of the Age of Panoply" by Dr. Neil Munro, with two fine full page colored plates; "Adorning the Library" by Charles H. Butcher;

"Lionel Wafer: Author, Surgeon and Buccaneer" by Philip Goose; "Dickensiana in America" by George H. Sargent; and a "Bibliography of William Henry Davies" by George F. Wilson. The usual departments are well packed with interesting note and comment.

One of the literary centenaries of the present year is that of the French novelist Henri Murger. Commenting upon him the *Manchester Guardian* says: "Murger was born and lived in the hard Bohemian world, which was the theme of nearly all of his writings. His father combined the duties of a concierge with the trade of a tailor and turned his son out of doors when he preferred the pen to the sheers. He found a refuge in a miserable garret and at first did literary work of the humblest kind, writing mainly for the fashion periodicals and children's papers. Rather better days came for him later and some of his novels were accepted for serial publication by the *Revue des Deux Mondes*. He died in a little village near Fontainebleu, and his death is said to have been the result of his years of privation and of the abuse of coffee, which he used to drink when he was working against time for publishers to keep himself awake."

The state archives of Russia are giving up some very interesting unpublished material these days. The Central Archives of the Republic have in readiness the Journals of Nicholas Romanoff in four volumes and the correspondence of the late Empress in two volumes; and the Diaries of Alexander III and documents of diplomatic importance. An interesting find is the text of the constitution of Poland signed by Alexander I which was discovered in Moscow and has been turned over to a Polish delegation. The Archives of the Censorship is yielding many treasures and the work of examination has only just begun. One discovery of international interest is the unpublished manuscripts by and relating to Dostoyevsky. These manuscripts had been given to the Historical Museum of Moscow by the novelist's widow, who is now dead. They were contained in a fireproof chest which was opened on January 6, 1922, in the presence of several witnesses. Upon examination the box was found to hold two oil cloth bags with a number of the writer's note-books, rough drafts and business memoranda and important correspondence. The most valuable manuscript is the one bearing this inscription in the widow's hand: "Brothers Karamazov. Everything." There are variants of and sketches of "The Raw Youth," also letters and miscellaneous documents. It is estimated that the unpublished material would fill ten volumes.

F. M. H.

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In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] *after their firm name. The appearance of advertisements in this column, or elsewhere in the* WEEKLY *does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

BOOKS WANTED

William Abbatt, Tarrytown, N. Y.

Frank Leslie's Boys and Girls Weekly, list sent.

J. N. Adam & Co., Buffalo, N. Y.

How Columbus Found America, in Pen and Pencil, by Palmer Cox, pub. by The Art Printing Co., N. Y.

Aldus Book Shop, 89 Lexington Ave., New York City

Sketch Book of Geoffry Crayon, Esq., 7 parts, New York, 1819-20, first issue.
E. A. Robinson, The Man Against the Sky, first ed.; The Torrent, Capt. Craig, first ed.
Davenport, The Book.
Frank Forester, Fish and Fishing; Letters Lord Granville, Levison Gower.
James, Little Tour in France, Ill., N. Y., 1900.
Bohn Library, Ovid, Art of Love, London, 1852.
Stephen Crane, Whilomville Stories, N. Y., 1900, 5 copies; Little Regiment, N. Y., 1896; Any other firsts.
Machen, Three Impostors; Great Return, first eds.
Melville, The Confidence Man, N. Y., 1857; Any of his first editions.
Gallatin, Portraits and Caricatures of Whistler, London, 1913.
Bullen, Cruise of the Cachelot, first ed.
Stevenson, The Flight of the Princess, Mosher, 1912; Memoirs of Fleming Jenken, Scribner, 1887; In the South Seas, Scribner, 1896.
Kendall, Cruise of the Martin Conner, both English and American editons.
Clayton Hamilton, On the Trail of Stevenson, first issue.

Alexander Hamilton Bookshop, 22½ Hamilton St., Paterson, N. J.

Harding, Ruth G., Lark Went Singing.
Hands Around.
Seies, Miracle in Stone.
Encyclopedia Britannica.
Carman, Later Poems.
California Outlaws.
Carpenter, Towards Democracy.
McGill, Children of the Dead End.
Morley, Parnassus on Wheels, first ed.
Morley, Haunted Bookshop, first ed.
Morley, Others, first ed.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.

Book House for Children.
Popular and Critical Bible, Hexapla Bible.

Arcade Book Shop, Eighth and Olive Sts., St. Louis, Mo.

H. B. Marriott-Watson, Devil's Pulpit.
H. B. Marriott-Watson, Hurricane Island.
Aeschylus, Lyrical Dramas, Everyman ed., library binding.
Alexander, Log of the North Shore Club.
White, Andivius Hedulio, first ed.
Anita V. Chartres, The Devourers, pub. Putnam.
Anita V. Chartres, Marie Tarnowska, pub. Century.
Grazia Deledda, Ashes, pub. Lane.
Emerson, Beverages, Past and Present.

The Artemsia Book Shop, 1155 Sixth St., San Diego, California

Laut, Canada and the Empire of the North.
Laut, Vikings of the Pacific.
Venita Seibert White, The Gossamer Thread.
Gentry, Family Names from Irish, A. S., A. N. and Scotch.
Harnson, Dictionary of Surnames of United Kingdom.
Michelet, Translation of D'Amour (Love).

Associated Students' Store, Berkeley, Calif.

Rabbeno, Ugo, American Commercial Policy, Macmillan, pub. 1895.

Atlantic Book & Art Corporation, 47 Murray St., New York City

Wormser Bibel.

Augustana College Library, Rock Island, Ill.

Baynes, Essays in Biography and Criticism.
Breasted, Development of Religion and Thought in Egypt.
Orr, The Resurrection of Jesus.
Petri, Egypt and Israel.
Herford, Robert Browning.

William M. Bains, 1213 Market St., Philadelphia, Pa.

Set Alexander Hamilton Institute Publications.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

Ellis, Red Man and White in North America, 1882.
Life of Benedict Arnold, by Isaac N. Arnold.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York City

Universal Lumber, A B C 5th Code.
Shepperson Cotton, Samper's Code.
Western Union, Lieber's, 5-letter Codes.
Any American-Foreign Language Code.

BOOKS WANTED—Continued

Arthur F. Bird, 22 Bedford St., Strand, London, W. C. 2, England

Hiawatha, Illustrated Harrison Fisher.

Bloch Publishing Co., 26 East 22nd St., New York, N. Y.

Mielziner, Introduction to Talmud.
Beaulieu, Israel Among the Nations.
Young, Philo Judaeus.
Meyer, Quabbalah.
Jewish Encyclopedia.
Montefiore, Synoptic Gospels.
Pollock, Life of Spinoza.
Sheldon, Duties of Home.
Friedlander, Standard Book of Jewish Verse.

The Bookfellows, 4917 Blackstone Ave., Chicago, Ill.

Thomson, City of Dreadful Night.
Rousseau's Confessions.
Rebecca Moncrief, First Love of Aaron Burr.

The Book Shelf, 112 Garfield Place, West, Cincinnati, Ohio

The First Men in the Moon, H. G. Wells, pub. 1862.
Towards Democracy, E. Carpenter, pub. Kennerley.
History of the Annals of Rome, ed. by H. B. Foster and pub. by Parfrates, Troy, N. Y., 6 vols.
History of the Jew, Josephus, pub. by Jewett, Boston.
Narcissus, V. Meynell, pub. by Putnam.
His Sombre Rivals, E. P. Roe, pub. by Dodd, Mead & Co.
Physiology, Tigersted, pub. by Appleton & Co.

The Bookster, 148 Lexington Ave., New York City

First editions of Lafcadio Hearn as follows:
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Dumas, Count of Monte Cristo, first edition in French.

Samuel A. Boyle, Penn Square Bldg., Philadelphia, Pa.

Dictionary of the Proverbs and Proverbial Phrases of the English Language relating to the Sea, by Frank Cowan, Oliver Publishing House.

Brentano's, Fifth Ave. and 27th St., New York City

Esther Singleton, Book on Holland.
Meldrum, Home Life in Holland.
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Boudinot, 2 vols., Houghton Mifflin Co.
Frank Harris, Contemporary Portraits, vols. 1, 2 and 3.
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Queen Tiny's Little People.
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Lymphatic Glands in Meat Producing Animals, trans. by A. F. Liantard & D. A. Hughes.
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Influence of Wealth in Imperial Rome, Davis.
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The Musical Basis of Verse, Dabney.
Mon Oncle et Mon Cure-Plon, English trans., Jean de la Brete.
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In Dickens London, F. H. Smith.
Well Worn Roads, Holiday edition, F. H. Smith.
The Sins of the Fathers, Thos. Dixon.
Philo Judaeus, Bohn Library.
Cantonese Made Easy (not the vocabulary), J. D. Ball.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Fifty Years of Make-Believe by Frederick Warde.
Music Appreciation for Little Children in the Home, Kindergarten, etc., pub. by Victor Talking Machine Co.
Financial Federations, A Report in Detail, pub. by Russell Sage Foundation.

Brockmann's, Charlotte, N. C.

In the Hollow of Her Hand, by McCutcheon.
Barnum, Saalfield Pub. Co.

Foster Brown Co., Ltd., 472 St. Catherine St. West, Montreal, Canada

Course in Salesmanship, by Stanley R. Kreb.
Summer and Winter Houses by Henry Glassford Bell.
Book of the Ouananiche, by Chambers.
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The Country Town by W. I. Anderson.
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Canadian Manor and Its Seigneuries by Wrong.
Set of Trollope, Library Edition.
Principles of Religious Education by Bishop Potter.
Psychic Power in Preaching by Kennards.
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The Universities of Europe in the Middle Ages, 2 vols., by Rashdall.
Les Origines de la Civilization Moderne, by Godfroi Kurth.

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The Brushwood Boy, Kipling.
Red Rowans, Mrs. Steele.
The Alcotts as I Knew Them, Gowing.
The Queen of Flowers, Phila., 1841.

Bureau of Educational Experiments, 144 West 13th St., New York City

A Manual for Physical Measurements, by W. W. Hastings, 1902, Macmillan Company.

Burgersdijk & Niermans, Leiden, Netherlands

Keith, State Succession.
Journal of Biblical Literature, vol. 1-10, 22 and following.
Herms, Medical and Veterinary Entomology.
Valentiner, Dern, années de Michel-Ange., N. Y. 1790.
Harvard Theolog. Review, vol. 9 and following.
Jeffery & Maxwell, Diseases of China, etc.

The Burrows Brothers Company, 633-637 Euclid Ave., Cleveland, O.

Notes on Bacon's Essays by Whately.

Fanny Butcher, 75 East Adams St., Chicago, Ill.

Any first editions Edna St. Vincent Millay.
Florence of Worcester's Chroncile, trans. by Thomas Forrester.
Henry of Huntingdon's History of the English, trans. by Thomas Forrester.
William of Malmesbury's Chronicle of the Kings of England, trans. by J. Sharpe, edited by J. A. Giles.
Six Old English Chronicles, edited by J. A. Giles.
Painted Veils, Hunecker.
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Translation of Athenaeus.
Cervantes, Galatia translation.
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Love Affairs of the Vatican by Rappoport.
Germany's Swelled Head by Reich.
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Letters from High Latitudes by Lord Dufferin, first edition.
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One Way Out, Carleton.

Carnegie Library, Atlanta, Ga.

History of Russian Culture by Miliukov.

Carnegie Free Library, Duqesne, Pa.

Kemp, Wilderness Homes.
Alexander, Log of North Shore Club.
Hornaday, Campfires in Canadian Rockies.
Hough, Handbook Trees of N. A.

Carson Pirie Scott, Retail Book Department, Chicago, Ill.

Life of Marie de Medici by Julia Pardee, 3 vols., Bentley.

Gerard Carter, 12 South Broadway, St. Louis, Mo.

De Lawrence, The Book of Death.
Buzzacott, F. H., Light in Dark Places.
De Lawrence, Magical Art, Hindoo Magic and Indian Occultism.
Brown's Herb Book.

C. N. Caspar Co., 454 East Water St., Milwaukee, Wis.

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Le Gallienne, Vanishing Roads.
Wolf, Rambling Recollections, 2 vols.
Darwin's Complete Works.
Johnston, Hugh, Modern Card Manipulation.
Hemming, Molded Electrical Insulation.
Ogden, Sense of Hearing.
Schmoeger, Life of Anna Catherine Emmerich.

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Thomas, Roman Life under Caesars.
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Groiset, How to Live.
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King, Stories of Scotland.
Reid, Seeing South America.
Taft, History of American Sculpture.
Woodbury, Pencil Sketches of Trees.
Loti, India Without the English.
Loti, Anything by him.
Grant, Memoirs of American Lady, 2 vols., Dodd.
Lee, Homer, The Vermilion Pencil.
Hough, Story of the Outlaw.

The Arthur H. Clark Company, 4027-4037 Prospect Ave., Cleveland, O.

Lewis and Clark, Reisen in den Vereinigten Staaten, 1804-6.
Bryce, Amer. Commonwealth, 1st edn.
International Labour, Office Bull., vols. 1, 2, 4-8 No. 7, 8, nos. 9-12; 11 No. 3 to end.
Amer. Phil. Soc. Prodgs,, vols. 1-28, May 1913 to date.
Biblical Repertory, 1825, Jan. No. 1; 1828, Apl., July, October.
Walton and Cotton Angler, Little, 1912; Foulis, 1913; LeRoy Phillips, 1914; Milford, 1915; Oxford, 1915; Stewart and Kidd, 1920; Gay and B, 1901; Methuen, 1901; Lippincott, 1902; Chatto, 1903; Lane, 1903; Scott-T., 1903; Cassell, 1903; Methuen, 1904; Routledge, 1904; Carodoc P., 1905; Dent, 1906; L. B., 1906; Lippincott,. 1907; Collins, 1908; Cassell, 1909; Lane, 1910.
Tribune Almanac, N. Y., complete set.
Lewis and Clark Exped., ed. Hosmer.
Knox, Henry, Life and Correspondence by Drake.
Hulbert, Cumberland Road.
Old Guard, N. Y., ed. by Burr, set or vols.
Hay, John, Castilian Days, 1871.

Charles W. Clark Co., 128 West 23rd St., New York

Hall Family Genealogies.

The John Clark Company, 1486 West 25th St., Cleveland, O.

Butler, The Great Lone Land.
Crumrine, History of Washington County, Pa.
Correct English, Vol. 19, No. 3.
Century Magazine, vols. 68 to date.
Carlton, F. T., Industrial Situation.
Clementi, Through British Guiana.
Carey's Political Economy.
Channing, History of the U. S.
Cox, Adventures on the Columbia River.
Democratic Review, Vols. 4, 26 to 29, 31 to 43.
Dexter, England and Holland of the Pilgrims.
Dall and Barmester, Birds of Alaska.
Dukes, Ashley, Modern Dramatists.
Drake, Indian Captivities, 1859.
Du Bois, Elementary Principles of Mechanics.
English Hexalpa. We can use several of this at a reasonable price.
Edinburgh Review, American edition, Vols. 77, 78, 81, 82, 88, 89 and 147 to date.
Educational Times Vols. 1 to 41.
Elementary School Journal, March, 1920.
Essex Institute Historical Collections, Complete set.
Edgington, The Monroe Doctrine.
Flick, Rise of the Medieval Church.

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Firkins' Index to Short Stories.
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Western Journal. 1st series, Vols. 1 to 6.

Colesworthy's Book Store, 66 Cornhill, Boston, Mass.

Legend in Japanese Art by Joli.
Law of Adv. and Sales by Chapman.
Forny's Catechism of Locomotives, Fowler rev.

Columbia University Library, New York City

Remsen, Ira, Principles of Theoretical Chemistry, latest, Lea.
Gley, E., The Internal Secretions, Huber, 1917.
Asher, Benjamin, Practice of Architecture Containing Five Orders of Arch, 7th ed., Mussey, 1851.
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Becker, C. H., Christianity and Islam, Harper, 1909.
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Hall, John L., Tables of Squares, Engineering News.
Hawes, Crete, Forerunner of Greece, Harper.
Higginson, T. W., Studios in Romance, Works, vol. 5.
Holland, F., Rise of Intellectual Liberty from Thales to Copernicus, 1885, Holt.
Johnston, Richard, Dukesborough Tales, Turnbull, 1871.
Judd, Chas. H., Laboratory Equipment for Psychological Experiments, 1907, Scribner.
Nelson, Godfrey N., Income Tax Supplement, 1918, Macmillan.
Sutherland, A. H., Critique of Word Association Reactions, George Banta Pub. Co., 1913.
Trotter, L. J., Life of Dalhousie, 1889.
The Viking, v. 1 (July 1906) to date, monthly illus. Amer. Viking Pub. Co., 1906.
Voltaire, Works, 36 vols.
Archer, Poets of the Younger Generation, Lane, 1902.
Romance of Tristan and Iseuet, Dodd, Mead & Co.

Columbia University Press Bookstore, 2960 Broadway, New York

Shorey, Unity of Plato.
Taussig, Wages and Capital.
Bourciez, Elements de Linguistique Romane, several copies.

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Browning, Chas. H., Americans of Royal Descent.
Statutes Baronial Order of Runnemede.
Vaughn, The Matchless Maid.
Ills. Grand Lodge Reports, 1850-51-52-53-54-55-56.

Congregational Publishing Society, 14 Beacon St., Boston, Mass.

The Brotherhood of the Burning Heart by Oscar E. Maurer.
Bruce, Epistles to the Hebrews.
Westcott, St. John's Gospel.

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Mark Twain, 1st issues, 1st editions, any.

Davis' Bookstore, 49 Vesey St., New York

Bailey's Cyclopaedia of Horticulture, 4 or 6 vol. ed.

Naismith Dawson, 172 Lexington Ave., New York

Hurd, Principles of City Land Values.

Dawson's Bookshop, 627 So. Grand Ave., Los Angeles, Cal.

Basia, Johannes.
Baxter, Spanish Colonial Architecture in Mexico.
Book of Origins.
Crowell, Eugene, Christianity and Modern Spiritualism, vol. 1.
Eddy, No and Yes, 1st ed.
History of Christian Names, Macmillan, 1884.
Ministry of Truth, C. S. Pamphlet.
Milmines, Life of Mary Baker Eddy.
Moore, Osborne, Glimpses of the Next State.
Shaw, George Bernard, His Plays, Luce, 1905.
Ventures Into Verse, Marshall, Beck & Gordon, 1903.
Von Scheffel, Ekkehard.

The Dayton Company, Minneapolis, Minn.

The Potter's Wheel by Ian MacLaren.

Denholm & McKay Co., Worcester, Mass.

Brethren, Haggard.
Ghost and Kings, Haggard.
Lady Blashome, Haggard.
Van Dyne on Citizenship, Lawyers Pub. Co.
The Abbeys of England and Wales, Bumpus (?)

Dennen's Book Shop, 37 East Grand River Ave., Detroit, Mich.

Sladen, Secrets of Vatican.

Detroit Public Library, Detroit, Mich.

Carlyle, Jane Welsh, New Letters and Memorials, 2 vols.

Dives, Pomeroy and Stewart, Harrisburg, Pa.

Land Forlorn by Douglass, pub. by Putnam.

Dixie Business Book Shop, 140 Greenwich St., New York

Trade Policy of Imperial Federation, Maurice H. Hervey.
Portland Cement Co., Eckel, 1908 ed.
Will Power and Work, Payot.

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C. A. Soorma, Masterpieces of Detective Mystery.

E. P. Dutton & Company, 681 Fifth Ave., New York

Albert, J. C., Roosevelt and the Money Power; A Pamphlet.
An Unrecorded Trial, 1913, Doubleday Page & Co.
American Institute of Mining and Metallurgical Engineers, vol. 51.
Adams, C. F., The Constitutional Ethics of Secession, Houghton.
Atlantic Souvenir, 1826-1827.
Allen, P. L., America's Awakening.
Andrews, William Loring, An English 19th Century Sportsman.
Andrews, Mrs., Bob of the Guides; Enchanted Forest; Enhabitant, 1st edns.
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Ford, The Literary Shop.
Harper's Weekly No. 56, Dec. 21, 1912.
Sabins, Bibliography of America, Parts 95 to 100 inclusive.
Trollope, The Kellys and the O'Kellys.
Van Loon, Old Man Curry, 2 copies.

Eau Claire Book & Stationery Co., Eau Claire, Wis.

The Ten Great Religions, by James F. Clarke

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Statesman's Year Book of 1921.

Nelson L. Finch, Johnstown, New York

Anderson's Masonic Constitutions, 1723.
Analytical Reference Bible, Full Morocco.
Dahlgren, Secret Directory, 1896, Kilmer & Co., Philadelphia.
Hardie, Freemason's Monitor, 1818.
Stone, Life and Times of Sir William Johnson, 1865.

H. W. Fisher & Co., 207 So. 13th St., Philadelphia, Pa.

Lost World, Doyle.

T. H. Flood & Company, 176-178 N. La Salle St., Chicago, Ill.

Lives of Lord Chancellors.
Lives of Chief Justices.
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Jones on Evidence.
Federal Reporter.
Federal Cases.

Fowler Brothers, 747 South Broadway, Los Angeles, Cal.

Good Book on German Police Dogs.

W. & G. Foyle, Ltd., 123-125 Charing Cross Road, London, W. C. 2, England

Barnum's New Year Address, New York, 1851.
Barnum & Burke, P. T. Barnum's Circus Text and Illustrations arranged for Little People, New York, 1888.
The Great Composite Novel, His Fleeting Ideal, Joint Work of P. T. Barnum, Sullivan, Nye, Wilson, etc., etc., pub. by Ogilvie, 1890.
Ranhofer, C., The Epicurean, 1903.

Franklin Bookshop, 920 Walnut St., Philadelphia, Pa.

Thorpe, Essays Historical Chemistry, London, 1894.
Wolle, Diatomaceae; Desmids; Algae; 4 vols.
Raynold, T., Byrth of Mankynde, London, early ed.
Culpeper, Midwifery 1681.
Sharp, Jane, Midwife's Book London, 1671.
Obstetric Items, 17th and 18th Century.
Early Anaesthesia Books and Pamphlets.

Funk & Wagnalls Co., 354 Fourth Ave., New York, N. Y.

Bullard's Famous War Correspondents, Little, Brown & Company.

Gammel's Book Store, Austin, Texas

Mencken, Heliogabades.
Loti, My Brother Ivres (English).
Wise, The End of the Period.

Gardenside Bookshop, 280 Dartmouth St., Boston 17, Mass.

Bate's Doctrines of Friends.
The Biblical Legenary.
Cryptography, Anything on.
Middleton, R., Ghost Ship.
Gerrone, Mandrakes, 1895.
Aesop's Fables, illus. by Croxall, 1858.
Bartolozzi Print, Hot Cockles.
Brooke, R., Poems, 1911.
Davidson, J., Earl Lavender.
Books on Flagellation.
Savage, Turn of the Sword.
Cabell's From the Hidden Way.
The Eagle's Shadow.
Smart Set, March, 1919, Jan., 1922.
Lewis & Clark's Journals.
Battle of the Big Hole.
Hume's Courtships of Q. Elizabeth.

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Roosevelt's Works. first editions.
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Americanism: An Address.
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J. L. Gifford, 45 Academy St., Newark, N. J.

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Harvard Classics.

The J. K. Gill Co., Portland, Ore.

Applied Psychology, Hilton.
Price Maintenance, Fernley.
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Wilson, John Fleming, Land Claimers.
Potenger, Melvin Alberto, Symbolism.

Gittman's Book Shop, 1225 Main St., Columbia, S. C.

Mackey, Encyclopaedia of Freemasonry.
Harris, Circuit Rider's Wife.
Kant, Critique, Translated by Max Muller.
Galaxy, May, 1870.

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Leaves of Grass, Washington, 1871, any books by or about Walt Whitman, any first editions of Lafcadio Hearn, Ambrose Bierce, Arthur Machen, Henry James, Theodore Dreiser, Max Beerbohm, James B. Cabell, Bernard Shaw, and Edgar Saltus.
Photographs, pamphlets, or autograph material relating to Walt Whitman.
Common Place Book of American Poetry, Cheever.

Goodspeed's Book Shop, 5a Park St., Boston, Mass.

Amer. Monthly Mag., Jan., 1838.
Anderson, Renaissance Architecture.
Ballads and Rondeaux, Canterbury Poets, Scott.
Campbell, Lives of Lord Chancellors.
Castillo, del., Conquest New Spain.
Chase, Hist. Dartmouth College, 1891.
Edwards, Noted Guerillas.
Farmer, Cook Book, early issue.
Gaudet, Principles Architecture, in English.
Humboldt, von, Essay on New Spain.
Kelly, Life Walter Reed.
Kentucky Soc. S. A. R. Year Book, 1896.
Lang, A., Mystery Mary Stuart.
Le Gallienne, Travels in England
Middle New River Settlements, by Johnston.
Morrison, Maritime Hist. Mass., Limited ed.
Nat. Soc. D. A. R., 21st Report.
New London Co., Ct. Hist. Soc. Coll., vol. 1.
Pollock, Etchingham Letters, 1914.
Reed, How to Cook Vegetables.
Royce, W. James and other essays; Sources Religious Insight.
Smith, S. S., Founders Mass. Bay Colony, 1897.
Starbuck, Amer. Whale Fishery.
Taylor, Bayard, Book of Romances, Bost., 1852.
Unwin, Machine Design, before 1902.
Van Rensellaer, Landscape Gardening.
Wells, H. G., Time Machine.
Westchester Co., N. Y., Hist. of Towns, by Bolton.
Genealogies: Bridge; Seldens of Va. by Kennedy, 1911; Thayer, Thomas & Marjory.

Gotham Book Mart, 128 West 45th St., New York City

Curing of Christopher.
Newton, Amenities of Book Collecting, first ed.
Belloc, Marie Antoinette.

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Conway's Living of Dead, published by Street & Smith, 1886.

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New York Medical Journal, Feb. 5, 1921.

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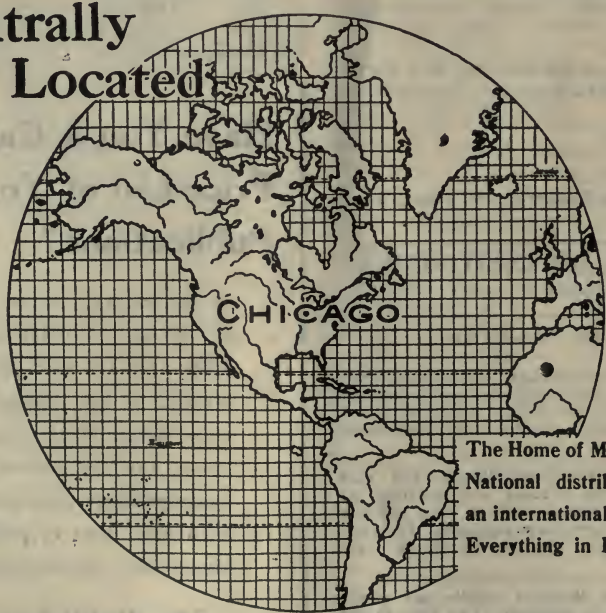

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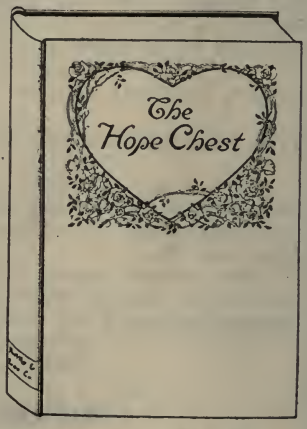

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The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
Founded by F. Leypoldt

May 6, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Tariff Under Debate

WHEN the Senate tariff schedules were presented for debate, the opposition immediately began its attack, and the whole theory under which the bill has been constructed has been opened to the sharpest criticism. While the book-trade, and especially the publishers, have a very vital interest in the book schedules, they also have a very real interest in the effect of the whole tariff plan on the business of the country.

The theory of the bill has been that the present Congress was elected specifically to make tariff as high as possible, that present importations are to be presumed to be excessive and a menace to the business of the country, that the selling prices of merchandise in this country should be protected from any possible competition from other nations. The book-trade is probably one of the few industries that petitioned for lower rates and has consistently pointed out that the American trade does not need to fear the competition of other lands. American houses know that they can today make books as cheaply as can England and that such current books as come in in manufactured form are those which could not profitably be made on both sides of the water, as the editions demanded were too small.

As the schedule from the Senate is made to read, there will be a 15% duty the same as heretofore, which becomes 25% if the book is of American authorship manufactured abroad. All children's books will be at 25% under a phrase "books of paper or other material for children's use, printed lithographically or otherwise, not exceeding in weight twenty-four ounces each, with more reading matter than letters, numerals, or descriptive words" and the bringing in of toy books will be practically prohibited under a 70% rate, an increase from the 40% given in the House Bill.

One place where duty has been made obviously too high and prohibitive is in the case of leather bindings where the binders have succeeded in presenting their case strongly and a 45% duty has been listed, almost as much as the 50% which they asked for. A further misfortune is that the bill so reads that a new binding on a book twenty years old would make the whole book and binding dutiable, which probably was not the intention of the drafters of the bill. A very strong protest against this feature is being registered both by booksellers and publishers. As the booksellers have a strong interest in the price of custom binding, they should get in immediate touch with their senators to get proper attention to this schedule. The presence of so many booksellers in Washington ought to give opportunity for personal interviews that would bring the injustice of this phrase to the attention of the influential people.

Books Stimulate More Books

IT has always been the contention of those who have studied the development of the American book market that the coming into this country of representative books from other countries has not been so much a competition with American-made volumes as a stimulus to the market which has induced more consumption and more production on this side.

A. S. M. Hutchinson's, "Once Aboard the Lugger," published fourteen years ago by Mitchell Kennerley, was an experiment as far as the American market was concerned. Today there have been printed and sold five times as many copies of Hutchinson's current book as in his own country. This stimulation of the market by incoming books is something that needs to be kept in mind both in the study of our copyright and our tariff situation. Books do not, like other merchandise, *satisfy* a demand but *stimulate* further demand. This point of view has been well stated in an editorial by A. R. Orage in the London *New Age,* reprinted in this country by Alfred A. Knopf in a volume entitled "Readers and Writers."

"If books were like other commodities, their sale, like the sale of other commodities, would fall under the economic law of diminishing returns. Thereunder, as their supply increased, the demand for books would tend to decrease, as is the case with cotton, say, or wooden spoons. And upon such an assumption there might be some reason for prohibiting the free

importation of printed books, since the imported articles would compete in the home market for a relatively inelastic demand. But books, it is obvious, are not a commodity in this sense of the word. They do not *satisfy* demand but *stimulate* it, and their sale, therefore, does not fall under the economic law of diminishing returns, but under the very contrary law of increasing returns. Books, there is no doubt of it, are the cause of books. New books do not take the place of old books; nor do books really compete, as a general rule, with each other. On the contrary, the more books there are, the more are demanded and the more are produced. The free importation of books is not a means of contracting the home-production of books; it is the very opposite, the most effective means of stimulating home-production to its highest possible degree. If I were an American author, resident in America, and concerned for the prosperity of the American book-making profession, craft, and industry, I should not be in the least disposed to thank the American Copyright Law for the protection it professes to give me. The appetite for books, upon which appetite I and my craft live, grows, I should say, by what it feeds on. Addressing the Copyright Act as it now exists, I should say to it: 'In discouraging the free importation of foreign books, and in alienating the goodwill of foreign authors and publishers, you are robbing foreign authors (that is true), but, much worse, you are depriving my public of the stimulus necessary to its demand for my books. Since we authors in America have a vital interest in increasing literary demand, and the more books the more demand is created, our real protection lies in freely importing books, and not in placing any impediment in their way. Intending to help us, you—the Copyright Law—are really our enemy.' I cannot see what reply the Copyright Law could make to this attack upon it by its protégés, and I believe, moreover, that if they were to make it, the Law would soon be amended."

Introduction of the Copyright Bill

THE copyright bill was introduced into the House of Representatives, at the request of the Authors' League, by Representative Tincher of Kansas on April 28th, and becomes H. R. 11476 on the calendar. The text is as printed in the PUBLISHERS' WEEKLY for January 21st, 1922, except as to Section 5, which is modified by the omission of two clauses declared by Director Röthlisberger of the International Copyright Union to be such as to bar the entrance of America into the Union and thus defeat the purpose of the bill. These were the phrase, "Thereafter first published," confining the scope to works published abroad after the President's proclamation, and the clause regarding reciprocity.

The text of Section 5 as introduced is as follows:

SEC. 5. "That on and after the date of the President's proclamation foreign authors, not residents of the United States, who are citizens or subjects of any country which is a member of the International Copyright Union, or whose books are first published in and enjoyed copyright protection in any country which is a member of the Copyright Union, shall have within the United States the same rights and remedies in regard to their works which citizens of the United States possess under the copyright laws of the United States, and the enjoyment and the exercise by such foreign authors, not residents of the United States, of the rights and remedies accorded by the copyright laws of the United States shall not be subject to any formalities, and they shall not be required to comply with the provisions of the copyright laws of the United States as to notice of copyright, or deposit of copies, and registration:

"Provided, however, That the duration of the protection for such rights in the United States shall not exceed the term of protection granted in the country of which such foreign author is a citizen or subject or in the country within the Union in which such author's book was first published; and no right or remedy given pursuant to this Act shall prejudice lawful acts heretofore done within the United States or rights in copies heretofore lawfully made in the United States prior to such date."

The bill has not been presented in the Senate and it is possible that some mooted points may have further discussion before that takes place, in order that any questions at issue may be as far as possible practically settled before committee hearings, which are not expected to take place for some time, if at all during the present session. It is not expected that the bill will be pressed for passage until the ensuing session of Congress.

The points referred to are in connection with Section 5 respecting the scope of protection in regard to time, and Section 6 as to limitation of importations, on which last point publishers and librarians are not yet in agreement.

Harper & Brothers Reorganize

Famous Franklin Square Building Left for New Headquarters

THE final steps that will lead to the announcement of the newly organized Harper & Brothers are now going forward, and it is expected that within a month, the firm will announce the selection of its new uptown quarters. This change will mark an important step forward, making the old house at Franklin Square a modern organization concentrated on the publishing business as dstinguished from the aggregation of interests that had grown up in the old plant during the hundred and five years of its history.

As a result of this re-organization, the firm will now be practically independent from the banking interest which came so largely into the organization at the time of the crisis in the firm's affairs a score of years ago. Mr. Morgan has been increasingly anxious to leave the firm on its own feet, and this has now been brought about by the series of changes, which began with the selling of subscription business to

THE FOUNDERS OF HARPER BROTHERS. FLETCHER, JAMES, JOHN AND WESLEY.

P. F. Collier & Sons, nine months ago. The Morgan interests have now taken over the real estate interests at Franklin Square, and the plant and machinery have been sold to the Haddon Press, now being organized with a new plant at Camden, N. J.

Frederick W. Triggs, of the Harper manufacturing staff, is going to Camden as superintendent of the works as are many of the important men of the manufacturing department and any of the others who may be willing to move. *Harper's Magazine* will be printed at the Haddon Press as well as many of the Harper books.

A PUBLISHING LANDMARK. THE OLD FRANKLIN SQUARE BUILDING SOON TO BE VACATED.

The exact location of the new quarters for the firm in New York has not been settled, and there must be some regrets at leaving the century old landmark in the downtown district, difficult as it has been for many of the firm's friends to reach. There is a possibility of there being a Harper building in the Grand Central zone, and a location in the publishing district of lower Fifth Avenue is under consideration.

Clinton T. Brainerd, president of the company, is abroad at this time, and the details of the moving are in charge of Thomas B. Wells, vice-president of the company, and Henry Hoyns, the secretary. This group of men is now in complete control of the business affairs of the company as they have been in charge of its publishing plans for the past few successful years.

Clinton T. Brainard, President of Harper & Brothers, was elected to this position three years ago, having joined the organization as Treasurer in 1915. Mr. Brainard was born in Colorado and worked his way thru Harvard as correspondent for newspapers. He is still President of the Washington *Herald* and of the two well-known newspaper syndicates, the McClure and the Wheeler, as well as managing director of the book publishing firm of Bigelow & Brown. These positions he still keeps while he ably directs the fortunes of the Harper corporation.

CLINTON T. BRAINARD, PRESIDENT

Henry Hoyns has grown up in the Harper business, joining the organization in 1883 on the city counter, having made the acquaintance of two of the Harpers while doing summer selling on a Long Island Sound steamer. He has occupied almost every type of position in the organization, and in 1915 became director and later Vice President. He was one of the organizing committee of the National Association of Book Publishers and has served for two years on its executive committee.

Thomas B. Wells, Vice-President of the Company, was born in Painesville, Ohio, and graduated from Yale in 1896. After newspaper experience in New York City, he joined the Harper company in 1899 just before the reorganization under Colonel Harvey. His first work was the writing of advertisements, but the veteran editor of *Harper's Magazine*, Henry Mills Alden, became interested in him because of the value of the suggestions that he made in connection with the magazine and had him attached to the magazine in an editorial capacity. Seven years ago he was elected Secretary of the company, and in 1918 Vice-President. On the death of Mr. Alden he was made editor-in-chief of *Harper's Magazine*. He has made frequent trips to Europe for the company in the last fifteen years and is well known to the authors on both sides of the water. He is a member of many clubs in New York.

THOMAS WELLS, VICE-PRESIDENT AND SECRETARY

HENRY HOYNS, VICE-PRESIDENT

THE THREE OFFICERS WHO HAVE REJUVENATED THE HARPER IMPRINT

News Interest in the Book Season

ONE of the special efforts of the Year Round Bookselling Committee has been in the direction of pointing out to newspapers for editorial purposes the news interest of the changing book season, and many editors have found opportunity to comment on books and their increasing use. An editorial from the Muncie *Star* well expresses the point of view that many journalists have taken toward the book needs of the country:

The Spring Book Season

"The spring book campaign is now due. The publishers and the booksellers want people to buy more books and will endeavor to make them acquainted with books desirable for every intelligent individual, children, housewives, workmen of all classes, professional men, business men. There are books for every line of business, for students of each branch of science, for each calling and profession; there are books for the home, for the office; there are books to entertain and to instruct—fiction, travel, poetry, biography, history, philosophy, religious books—everything that any taste or need is likely to require.

"Notwithstanding the wealth of literature already provided and added to each year, a great number of people do not know what is to be had nor exactly how to gain the information. They have little leisure for investigation, are shy about disclosing their wants and their lack of knowledge in libraries and bookshops, with the consequence that the book and the reader who would delight in it often fail to get together, and a pleasure and a benefit are missed. It is to help the public to become acquainted with the books themselves and the way to learn about books that these campaigns are undertaken. Nor is the purpose wholly commercial.

"No one ever reads and enjoys a book but that he wishes others to have the same pleasure. Few persons voluntarily enter the book-trade without a liking for books already acquired —a liking that deepens with experience. When a publisher brings out a book that he knows to be worth while it is not wholly a selfish wish to make it a best seller that leads him to push its sale. He wants that book to go where it will do the most good. He wants it to be appreciated. The same is true of the properly equipped bookseller. Books are to read, not to stand on the shelves, and such men mingle their commercial and professional instincts with a large measure of altruistic feeling when they see the right man get the right book. It is to encourage book acquaintance that the annual spring campaign is conducted."

Convention Program

MONDAY MAY 8

MORNING

Registration

AFTERNOON—at two o'clock

"Selling Juveniles 52 Weeks in the Year." By Gertrude Andrus, Frederick Nelson & Co., Seattle.

"Some Aspects of Modern Bookstore Management." By John T. Hotchkiss, J. K. Gill Co., Portland, Oregon.

"All Year Round Bookselling." By Frederic G. Melcher. Answered by Ward Macaulay, Macaulay Brothers, Detroit, Mich.

EVENING

A visit to the Congressional Library.

TUESDAY MAY 9

MORNING

"Price Standardization Report of the Board of Trade." By Charles E. Butler, Brentano's.

Followed probably by Hon. Herbert Hoover and Hon. Joseph E. Davis, General Council of the American Fair Trade League.

AFTERNOON

"Price Standardization." By Hon. W. Clyde Kelly.

"Need for Greater Organization of Booksellers." By W. M. Norman, Norman Remington Company.

"As Ithers See Us," a paper by one of the publisher's salesmen.

EVENING

Colonial Dance of the Woman's National Book Association.

WEDNESDAY MAY 10

MORNING

"Wrongs and Rights Of It, Complaints and Compliments." Everyone is asked to send in material, problems, tributes, complaints for the discussion to J. Joseph Estabrook, c/o Hochschild, Kohn & Co., Baltimore, Md.

AFTERNOON

President Harding will receive the delegates at the White House.

EVENING

Moonlight Trip On the Potomac. Special cars to wharves. Special chartered steamboat for a four-hour trip down the Potomac.

THURSDAY MAY 11

A visit to Arlington, Alexandria, Mt. Vernon. This banner day begins at 9:30 a. m. with chartered special electric trains to Arlington, the National Cemetery where delegates will see the tomb of the Unknown Soldier, the Robert Lee Homestead, then to Alexandria on private trains to Christ Church where Washington worshipped, the old Masonic Hall where Washington was Master and then again by train to Mt. Vernon.

EVENING

The Banquet.

The Apostle of Small Profits

By Frederick D. Hartman

IF one had been a frequenter of the streets of London during the year 1791 or thereabouts he would have had many opportunities to observe a rather grand carriage driven about the city; and while there is nothing so remarkable in the sight of a fine carriage on the streets of London—this one was striking on account of a motto inscribed on its doors. This motto read as follows:

"Small Profits Do Great Things."

In this manner did that remarkable bookseller, James Lackington, share with the public his secret for being successful in business. No history of the development of bookselling would be complete without some description of this man's activities. It is to him that we of the present generation are indebted for the method of disposing of remainders now in vogue which permits many people to get most desirable books for a few cents. At the time James Lackington became a bookseller it was the custom for the bookseller to list in a catalog such books as would not sell well. These catalogs were sent in the form of invitations to other booksellers, who in response would gather at a private sale and each purchaser of a "remainder" would destroy about 75% of the copies bought and sell the remaining copies at practically the published price. Lackington attended a number of these "remainder" parties and conformed to the generally accepted practice of destroying large percentages of the remainder lots. Soon however he resolved to keep the entire stock of such books and to sell them off at low prices. It did not take long for knowledge of this to spread and in a short time he sold hundreds of thousands of volumes at a small profit and netted a larger sum than had he destroyed three out of four volumes and sold the remainder at the original list price. This practice, of course, made him many enemies in the trade and a large number of interesting incidents could be described in which various attempts were made to put him out of business. These all failed, however, for the customers appreciated his methods even if the booksellers did not. Lackington describes in his memoirs the incident which led him to adopt the plan of selling every article at the lowest remunerative price. "Mrs. Lackington had bought a piece of linen; when the linen draper's man brought it into my shop three ladies were present, and on seeing the cloth opened asked Mrs. L. what it cost per yard. On being told the price, they all said it was very cheap, and each lady went and purchased the same quantity; those prices were again displayed to their acquaintances so that the linen draper got a deal of custom from that circumstance; and I resolved to do likewise."

After having been in the business a few years Lackington moved into the country where he set himself up with a carriage, horses and liveried servants. The sight of this was just a little too much for the other dealers, half of whom maintained he was going to the devil and his business would soon be on the auction block—and others vouchsafing that he had found a bank note of enormous denomination in the back of some old book—even going so far as to name the book. However, Lackington gives his own formula—"I found the whole of what I am possessed of, in *small profits,* bound by industry and clasped by economy." A few words as to the detail of his method may be of interest. In every book was marked the cost and selling price and as each book was sold an entry was made of these, so that at night his clerks could total the business and see what the profit was. Every Saturday night all the shopmen were given a statement showing the total turnover and profit. These amounts were kept publicly, and Lackington rather made an advertising point of it.

After some years of successful business Lackington took over "The Temple of the Muses," as the enormous building at the corner of Finsbury Square was called, and the public was invited to the cheapest bookshop in the world. The profits on the first year's trade at "The Temple of the Muses" amounted to $25,000. In four years Lackington retired from business having made a large fortune. He died in 1815.

An analysis of Lackington's methods shows that he had a very keen appreciation of the necessity of promotional work and that his enormous trade was the result of consistent developmental work and not a case of luck. He acquired most of his knowledge of books from his experience in writing his own catalogs. The only point in which Lackington may be said to have benefited from luck is that he happened to start his business at a time when the desire for knowledge was increasing and accordingly the cause and effect became blended, resulting largely in Lackington's success. However, this fact does not diminish the credit due him for possessing the alertness to take advantage of the general conditions. Lackington estimated in 1791 that over four times the number of books were sold then that were

sold twenty years previous. The introduction of circulating libraries during this period was viewed with genuine alarm by the booksellers. Lackington investigated this field very thoroly and heartily supported the movement, maintaining that the circulating libraries very materially increased business. He supported them on the policy that anything which promoted reading was beneficial to the bookseller. Possibly the one point in which his keenness of perception was more responsible for his success, than any other, was his ability to recognize that the returns and the profits of cheap publications were "twenty-fold those of books for the rich and luxurious."

Like many men who have attained success after a long and laborious battle, Lackington took great pride in his success, and many amusing incidents are described of his calling on some of his former employers, leaving his carriage outside their doors, while he entered and addressed them with "Pray, Sir, have you got any occasion?"—this being the phrase used by journeymen booksellers seeking employment.

The following quotation from Charles Knight's description of his impression of "The Temple of the Muses" gives one a pretty clear idea of the size of his establishment.

"At one of the corners of Finsbury Square, which was built in 1789, there was a block of houses which had been adapted to the purposes of a great shop or warehouse, and presented an imposing frontage. A dome rises from the center, on the top of which a flag is flying. This royal manifestation (now become common to suburban public-houses), proclaims that this is no ordinary commercial establishment. Over the principal entrance is inscribed 'Cheapest Booksellers in the World.' It is the famous shop of Lackington, Allen, and Co., 'where above Half a Million of Volumes are constantly on Sale.' We enter the vast area, whose dimensions are to be measured by the assertion that a coach and six might be driven around it. In the centre is an enormous circular counter, within which stand the dispensers of knowledge, ready to wait upon the country clergyman, in his wig and shovel-hat; upon the fine ladies, in feathers and trains; or upon the bookseller's collector, with his dirty bag. If there is any chaffering about the cost of a work, the shopman points to the following inscription: 'The lowest price is marked on every Book, and no abatement made on any article.' We ascend a broad staircase, which leads to 'The Lounging Rooms,' and to the first of a series of circular galleries, lighted from the lantern of the dome, which also lights the ground floor. Hundreds, even thousands, of volumes are displayed on the shelves running round their walls. As we mount higher and higher, we find commoner books, in shabbier bindings; but there is still the same order preserved, each book being numbered according to a printed catalog. This is larger than that of any other bookseller's, and it comes out yearly. The formation of such an establishment as this assumes a remarkable power of organization, as well as a large command of capital. I daresay I wearied my father with questions about this wonderful Mr. Lackington, marvelling how rich he must have been; how learned! He might have answered my enquiries by showing me a very common print with this inscription: 'J. Lackington, who a few years since began Bookselling with five pounds, now sells one hundred thousand volumes yearly; or, the Cobbler turned bookseller.'"

Business Gains for April

IMPROVED business conditions in April and a changed mental attitude among manufacturers and wholesalers in various sections are indicated by figures made public yesterday by the National Association of Credit Men.

From a questionnaire sent to leading manufacturers and wholesalers in various sections the following conclusions have been noted by the association:

"Comparing sales in dollars for March, 1922, with those of February, 1922, 78 per cent reported better sales, 13 per cent stationary and 9 per cent worse.

"In the collections of March, 1922, as compared with February, 1922, 59 per cent reported improvement, 34 per cent stationary and 7 per cent worse."

The "favorable factors" are summed up as follows:

"A further increase in the prices of farm products and a stability in the prices of other products.

"Increase in employment and a reduction in some wage rates. An increase in per capita earnings, which means increased buying power for the whole country.

"An increase in the production of basic commodities.

"Tremendous increases in construction.

"The net earnings of railroads show an improvement."

Here are the "unfavorable factors":

"The coal strike, which at this time shows no sign of settlement, and the unadjusted textile strike.

"The impending bonus legislation, which, in spite of the President's declaration, seems likely to be passed by the Senate.

"The impending tariff legislation.

"The continued inability of farmers to buy in former quantities."

New York Publishers' Baseball League Clearing Decks for Action

THE crack of the baseball bat is again heard over the land, and no combination of ball players is looking forward more anxiously for the opening games of their respective leagues than are the teams entered in the 1922 race for the pennant of the New York Publishers' Baseball League.

Scheduled to open the season early in May, spring practice is now on in earnest, with tryouts taking place almost daily. Candidates for the various teams are working hard to make good so as to secure places on the regular teams that will eventually be selected to represent their houses in the coming campaign.

The season of 1921 was played out successfully, critical year as it was, for it was the first time (after many attempts) that a season of regularly scheduled games was started and ended with the league intact. It commenced a little unsteadily, but after it warmed up, and the first experimental stages had been passed, the league became firm on its feet and is now established on a strong business and financial basis. Great credit is due the men in the trade who carried the idea thru and to whose efforts the present success of the league is due.

The New York Publishers' Baseball League is governed by a Board of Control composed of the manager and a player from each team in the league, whose authority is derived from the league's Constitution and By-Laws. Its field activities are controlled by comprehensive playing rules. The games are well fought out, firmly controlled as they are by these governing powers and the disciplinary organization that supports them.

The officers of the league are elected annually by the Board of Control and are for the season of 1922: President, Paul A. Schoch, of the McGraw-Hill Co.; Vice-President, Wilmot Gordon of the Oxford University Press; Secretary, J. F. Burke of the McGraw Hill Co.; and Treasurer, J. N. Cummings of D. Appleton Co.

This coming season finds the following eight firms entering teams in the contest. McGraw-Hill Co., winner of the flag and cup for 1921, Harper Brothers, D. Appleton Co., Brentano's, Oxford University Press, Methodist Book Concern, Grosset and Dunlap, Doubleday, Page Co.

Action has already been taken relative to playing several inter-city games, with teams representing publishing houses, at the end of the season. It is proposed that the pennant winners of the New York League play in Boston and Philadelphia.

As an added interest to the games in New York, arrangements are under way to have, at times, men prominent in the literary world who are authorities and lovers of the game officiate as umpires.

Edward Bok, on page 147 of his autobiography, writes of an old Scribner ball team for which he pitched. Such men of present prominence in the publishing field were fellow players, Frank N. Doubleday, William D. Moffat, Ernest Dressel North, Ray Safford and Owen W. Brewer.

From the roster of the players on the teams of the Publishers' League of 1921 and 1922, there are, no doubt, young men who will acquire a place in the publishers' hall of fame, and perhaps some biographer of forty or fifty years hence will pleasantly recall them to the memories of their associates as Bok recalled those of his day.

Retail Reports

THE Federal Reserve District for New York reports 8% less department store business for the month of March, 1922, as compared with last year. This decline has been, it proves, entirely due to the apparel departments, which, on account of the cold spring and the late Easter, have been slow in starting up. The sales of house furnishings have gone well ahead of last year. The announcement of actual transactions has been 3.8% above last year, the average sale being $2.71 as compared to $3.03 in 1921.

An Adventure in International Fellowship

A NEW "adventure in international fellowship" was recently begun in this country when the American Centre of the P. E. N. Club held its first dinner. The club, an international association of poets, playwrights, editors, essayists, and novelists, was founded in London, in October of last year, to meet the need for an organization thru which the literary workers of various countries could meet socially members of their fraternity both of their own land and of others. John Galsworthy is president of the London Centre and Anatole France of the French. The president of the American Centre is Booth Tarkington.

EVERY so often somebody tries to break up our library by urging a "Return Borrowed Books Week." —*Kansas City Star.*

Boys' Week

BOYS' Week, under the direction of the Rotary Club, will be observed in many cities, May 19th to May 25th. The slogan of the Week is "Give Every Boy His Chance," and it is planned that all organizations interested in boyhood shall work together "to bring home to the public the necessity for more active and more extensive boys' work." A list of books for boys has been prepared by the American Library Association, for sale at $5 per thousand copies. Book dealers will feature boys' books for the Week. William Heyliger is to open Boys' Week in Chicago.

Religion or Science?

A recent book department ad in the newspaper, gave a new slant to the religion versus science controversy recently revived with such ardor, by advertising in its list of books on the subject:

History of the Conflict Between Religion and CHRISTIAN Science, by J. W. Draper.

Slogan for Fall

SOME weeks ago the Year Round Bookselling Committee offered a prize of twenty-five dollars for the best bookselling slogan for the fall and winter campaign. So many good suggestions were received that the Committee has been unable to choose the best one. The best twenty-five are printed below. A vote will be taken at the Washington Convention, May 8th, as to which of these is the best.

BETTER BOOKS FOR THE HOME
BOOKS ARE LIFE FRIENDS
BOOKS ARE LIFE'S BEST FRIENDS
BOOKS MAKE LIFE WORTH WHILE
BOOKS THE YEAR ROUND
BUY A BOOK A WEEK
BUY A BOOK TODAY
BUY THAT BOOK TODAY
BUY BOOKS { For Her / For Him / For You
FIND IT IN BOOKS
GOOD BOOKS MAKE GOOD CITIZENS
IF IN DOUBT—BUY BOOKS
MAKE FRIENDS WITH BOOKS
MORE BOOKS IN THE HOME
PALS! ME AND MY BOOK
READ A BOOK A WEEK
READ MORE—LEARN MORE—EARN MORE
EVERY REAL HOME HAS BOOKS
GO TO YOUR BOOKSTORE

THE SUMMER POSTER OF THE YEAR ROUND BOOKSELLING CAMPAIGN WILL BE PRINTED IN EXTRA QUANTITY OF 10,000 TO REACH ALL WHO ARE COOPERATING IN THE SUMMER READING DRIVE.

Wedding Gifts

THE wedding gift business is becoming more of a book business each year. Newspapers have told the story of the Princess Mary's wedding gifts, dwelling upon the fact that every tenth present was a book. The *Woman's Home Companion* in the recent April issue carried an important editorial on "A Unique 'Hope Chest'" which has sent many friends of brides into the bookstores. *Good Housekeeping's* article by Henry H. Saylor, in the May issue, features "Home Building Books," which are practical wedding gift suggestions. The poster to be mailed May 15 is a portrait photograph with the wording "Will the New Home Have Books" Dealers can use all types of books as suggestions for wedding gifts. A window display might show a model home library, or books for a bride's shower.

A Correction

THE account of the War Department's advertisements for bids on two thousand volumes to be sold was confused as it appeared in the April 22 PUBLISHERS' WEEKLY. The heading read Navy Department but the books were offered by the Army from the Brooklyn Depot as indicated in the text.

Hugh Walpole in Fall Lectures

THE possibility of the bookseller entering the field as the promoter of lectures on books has been getting much consideration in the past two years, and there could be no one in a community who would be in more complete touch with those who would be interested in such lectures and who could have a more continuing reason for promoting their success. What would seem to be an interesting opportunity to take such an interest is suggested by the announcement that Hugh Walpole is to turn to the American lecture platform next October with a series of six lectures on "The English Novel of the Twentieth Century." The series will consist of 1, An Introductory Lecture; 2, Thomas Hardy; 3, Joseph Conrad; 4, The Realists-Bennett, Wells and Galsworthy; 5, The Younger Generation—Mackenzie, Beresford, Swinnerton, Lawrence, May Sinclair, Kaye-Smith, Ethel Sidgwick, Rose Macaulay, etc; 6, Conclusion and Prophecy. The lectures are under the management of Lee Keedick, of 437 Fifth Avenue, New York.

Already the Hampshire Bookshop at Northampton, Mass., has underwritten the series for October dates and has taken a high school hall, announcing a course ticket of $6 and single tickets of $1.65. Mr. Walpole has not appeared in this country since 1920, when he attracted large audiences and made a host of friends.

The Hampshire Bookshop has become so much interested in the possibilities of lectures as an adjunct to the work that they are also taking over the lecture management of Grace Hazard Conkling, whose lectures on poetry have always created such interest, and booksellers who would be interested to plan for dates in 1922 can get particulars from the manager of the Hampshire Bookshop, Marion E. Dodd. Her terms for lectures are $100, and expenses, and she announces such subjects as "Studies in Contemporary Poetry, illustrated by reading;" "The Poetry of Robert Frost and Edward Thomas;" "The Poems of John Masefield;" "Imagination and Children's Reading," etc.

JOHN MARTIN'S Book House at 33 West 49th Street, New York, will now be more extensively than before independent publishers of juvenile books, and John Martin's Big Book Number Six as well as the Chubby Book and others will be published in that office. The firm has now a trade catalog out including its books.

Book Business with Australia

THE December 30 issue of the *Bookfellow* of Australia gives the following interesting table of comparative imports:

COMMONWEALTH OF AUSTRALIA.—Imports of Books printed, Music, Periodicals, Newspapers, Directories, Guides and Time Tables—Value—1918-19, to 1920-21.

	1918-19	1919-20	1920-21
Countries of Origin.	£	£	£
Australia	210	1,524	889
New Zealand	3,024	3,317	9,538
United Kingdom	558,920	603,448	859,396
Other British Countries	675	443	1,048
Belgium	—	1,134	2,601
France	1,317	4,179	2,421
Germany	830	120	1,294
Italy	70	453	806
Japan	734	484	399
Netherlands	197	481	1,258
U. S. A.	103,697	156,689	150,942
Other Foreign Countries	137	1,704	2,370
	£669,811	£773,976	£1,032,962
Importing States.			
New South Wales	305,697	327,269	447,470
Victoria	228,623	285,814	357,269
Queensland	44,608	56,815	75,688
South Australia	49,690	53,259	73,102
Western Australia	27,810	35,638	51,225
Tasmania	13,334	15,178	28,153
Northern Territory	49	3	55
	£669.811	£773,976	£1,032,962

Women and Bookselling

A Monthly Department of News and Theory—Edited by Virginia Smith Cowper

PERHAPS there is no organization in New York which has done so much constructive work for its members as that accomplished by the Women's National Book Association, which started with a mere handful of enthusiastic women five years ago, and which found the quarters much too small for their last meeting at the Children's Bookshop on April 20th last.

It was at this meeting that Margaret Widdemer and Cosmo Hamilton addressed the members, the former reading from her poetical works and the latter giving his views as to the present conditions of the book-trade in England and America.

Miss Widdemer read delightfully from her unpublished works, first a series of child rhymes, and later from the parodies which will be published early next fall under the title "A Tree With a Bird In It." Not only did Miss Widdemer write these verses after the manner of various well-knowns, but in reading them mimicked their own style of rendition, Edna St. Vincent Millay, Jessie Rittenhouse, Witter Binner, Hilda Conkling, Amy Lowell, Robert Frost, the Benéts, Vachel Lindsay and others.

Cosmo Hamilton devoted much of his talk to the furthering of the books of unknown authors. He made an eloquent plea for more consideration for "first books," stating that many of them represented the greatest hopes of their writers, and that booksellers should turn a little more of their attention to those who are just appearing. He pointed out that many gems perished on the shelves simply for the want of publisher's publicity, interest of the bookseller and a Heywood Broun. Mr. Hamilton told the story of the writing of "The Rustle of Silk," which got its title, by the way, when the author stopped to admire a display of beautifully colored and shimmery silks in the window of a famous manufacturer. This book was, the author said, an experiment, in which he tried to fight his way clear from the rules set down by magazine editors, whose dictation a writer is often compelled to follow in order to give the public the kind of fiction the editor thinks his readers will want. Mr. Hamilton classified "The Rustle of Silk" as a fairy tale, and was awaiting the verdict of the critics upon his new style of story telling. A sequel to "Scandal" has been started, in which he said he was going to break ALL the rules laid down for story writing, as far as the construction of plot went. When asked what he thought of American bookshops, Mr. Hamilton replied that without a doubt they were the finest in the world. That here, much more time is given to the education of the book-clerk and also much care to the proper classification of stocks, with competent people in charge of each subject. He compared American shops to those in England, where he stated little or no time is spent by the public in places where *new* books are sold. The public there, he said, seemed to be content in passing a book among their friends, and he pointed out that such private book borrowing was not condusive to very large sales, of even the most popular novels. He pointed out that the average English book-clerk is not interested in knowing either the contents of the volumes, or making the acquaintance of his customers who wish to buy them. In other words, there is not that deep personal interest shown in the wants of the customer, that there is in America.

At the close of the meeting Mr. Hamilton graciously autographed copies of his new book which had been presented at the annual dinner of the Association, by Little, Brown & Co.

Two members of the Women's National Book Association have recently come into prominence thru their talents. Sophie Kerr Underwood has one of her stories included in the O. Henry Memorial Award prize stories for 1921, chosen by the Society of Arts and Sciences. "Wild Earth," which first appeared in *The Saturday Evening Post,* was given honorable mention. Kate McLaurin, whose play "When We Are Young," enjoyed a Broadway success in 1920-'21, has launched a new play, "Whispering Wires," which had its premier at Atlantic City, N. J., on April 17th. The dramatic critics were most enthusiastic, and some of them ventured an opinion that this new thriller would hold the interest of Broadway for a long time.

Hugh Lofting, author of "Doctor Doolittle," gave an informal reading of his new book, "The Voyages of Doctor Doolittle," at the children's book department in Best and Company, New York, on April 7th, to an audience made up entirely of children, who let the author know in no uncertain way that they liked the story. Toward the end of the afternoon, one little chap about five years old, got right up in meetin' and exclaimed excitedly, "Gee, that's a good story!" Miss Cugel is the manager of this shop.

According to Cosmo Hamilton, the only civilized spot in Hollywood, California, is the Hollywood Bookshop. It is here, according to Mr. Hamilton, that a book-buyer gets the highest type of service, and here also, he asserts, the browser finds a paradise.

Changes in Price

LITTLE, BROWN & COMPANY

Effective June 15th, 1922

Johnson, Owen. The Prodigious Hickey; The Varmint; The Tennessee Shad; Stover at Yale. $1.75 per volume.

Obituary

JOHN VANCE CHENEY

JOHN VANCE CHENEY, the California poet, died at his home in San Diego on May 1st. He was born December 29th, 1848, and in early life practiced law in New York City. He was appointed librarian of the San Francisco Public Library in 1887 and was there for seven years, going thence to the Newberry Library, Chicago, where he remained five years. He was the author of the following books: "The Old Doctor" (1881; "Thistle Drift" (1887); "Wood Blooms" (1888); "The Golden Guess" (essays, 1892); "That Dome in Air" (essays, 1895); "Queen Helen" (1895); "Out of the Silence" (1897); "Lyrics" (1901); "The Time of Roses" (1908); and "At the Silver Gate" (1911).

FREDERICK V. R. DEY

FREDERICK VAN RENSSELAER DEY, a prolific writer of fiction, committed suicide at the Hotel Brozell, in New York, on April 26th. He was born in 1865, and in early life intended to be a lawyer, but gave up this objective to engage in writing. Since 1890 he is said to have written nearly eleven hundred "Nick Carter" stories for the Street and Smith corporation, and under his own name he published "A Gentleman of Quality," "The Magic Story," "Up Against It" and "The Lady of the Night Wind." He also wrote fiction under five different pseudonyms, Ross Beekman, Aaron Ainsworth Burr, Frederick Ormond, Varick Vanardy and Dirck Van Doren. Nick Carter is by far the best known character in American fiction. The author followed his hero's career thru more than thirty years.

JAMES D. J. KELLEY

JAMES D. J. KELLEY, U. S. N., retired, who died at his home in New York, on April 30th, was a widely-known writer on naval topics. For many years he was naval editor of the New York *Herald*. His published books include: "The Question of Ships"; "Our Navy"; "A Desperate Chance" (novel); "American Yachts"; "Typical Yachts"; "The Ship's Company"; "The Story of Coast Defense"; "American Men o' War"; "History of the Naval Experimental Battery"; "The Navy of the United States, 1775-1899"; and as co-author: "Modern Ships of War"; "The Barbary Corsairs"; "The Army and Navy."

Let No Vain Man Escape

THE many plans that have been made at various times for biographical dictionaries based on group interest and the appeal to personal vanity have received their final expansion in a series entitled "Herringshaw's American Blue Book of Biography," to be issued in twelve different parts with such names as "American Merchant and Manufacturer," "American Clergyman and Theologian," etc. When the various books are ready, the plan seems to be to send a bill to everyone mentioned in the book, stating that a copy of the appropriate volume can be had for $10. The first volume is entitled "American Elite and Sociologist," sociologist being a word that is intended to cover anyone who cannot well fall into other established classifications. To quote the paragraph of explanation on the bill:

"The main purpose of this work is to give in the most concise and impartial manner, within convenient space and in biographical form, the full name, birth, education and services of those who are identified in any capacity with the social and material development of our beloved commonwealth, etc. Inclusion is considered a criterion of distinction. Price ten dollars. Now ready for delivery and containing your biography."

Collins Company Represented Here

A. B. GLENN of the firm of William Collins Sons & Company, Ltd., has been visiting the United States during April and stopping at the Hotel McAlpin. The Collins Company, manufacturers in Glasgow, but has headquarters in London, and Mr. Glenn is looking for an extension of his market for pocket classics and leather bound ports. The company issues a series of nearly three hundred standard classics, including full sets of Dickens, Thackeray, Dumas, Scott and others which sell in this country for 65c in cloth and $1.25 in leather. The company also in its London business publishes current books and reprints of these and has a large connection with the stationery trade in manufacturing specialties in leather goods. Mr. Glenn made a previous trip to the United States two years ago.

Business Notes

DETROIT, MICH.—The Charles T. Powner Co. has purchased at bankrupt sale the entire stock and assets of the Universal Book Stores, and will continue to run the store at Grand River, West, and Park Place. A continuance of the lease held by the Universal Book Stores has been secured.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Ames, Joseph Bushnell
Shoe-bar Stratton; il. by G. W. Gage. 354 p. front. pls. D c. N. Y., Century Co. $1.75
A story of love and adventure set in the western cow country where a hero of the World War recovers his memory after the lapse of a year, only to find his ranch in the hands of a stranger—a young woman.

Bailey, Margaret Emerson
The value of good manners; practical politeness in the daily concerns of life. 8+294 p. D c. Garden City, N. Y., Doubleday, Page $1.75
Correct manners for business and social life.

Barnum, Madalene Demarest
School plays for all occasions. 186 p. D [c. '22] Newark, N. J., Barse and Hopkins $1.25
Plays for the upper grades for Labor Day, Columbus's Birthday, Christmas, Arbor Day, Armistice Day, Memorial Day and Graduation Day.

Bates, Katherine Lee
Yellow clover; a book of remembrance [verse]. 15+110 p. front. (por.) D [c. '22] N. Y., Dutton bds. $2
Poems which first appeared in the author's first published volume of verse "America the beautiful," 1911, now out of print.

Belden, Albert D.
Does God really care?; essays of challenge and comfort; with an introd. by A. E. Garvie, D.D.; and a prefatory poem by John Oxenham. 288 p. D ['20] [N. Y. & Cin., Abingdon Press] $1.50
Partial contents: The world-vision of the Redeemer; Caesar and God—a re-interpretation; The blessings of poverty; The redemption of our common life; The problem of Divine protection; "Beauty for ashes"; The resurrection of the body; Jesus—the home maker.

Benton, Rita
Bible plays. 237 p. front. pls. music D (The Abingdon religious education texts) [c. '22] N. Y. & Cin., The Abingdon Press $2
Eight plays for the high grammar grades among which are: Joseph and his brethren; The golden calf; Ruth and Boaz; The burning fiery furnace; The Christmas story.

Bible. New Testament
Texts explained; or, Helps to understand the New Testament by F. W. Farrar, D.D. 18+372 p. D [c. '99] N. Y., Doran $1.50
Formerly published in 1899 by Dodd, Mead and Company.

Birmingham, George A. *See* **Hannay, James O.**

Blackwood, Algernon
The bright messenger. 378 p. D [c. '22] N. Y., Dutton $2
A novel, in which psycho-analysis plays an active part.

Bottome, Phyllis [Mrs. Forbes Dennis]
The kingfisher. 437 p. D [c. '22] N. Y., Doran $2
"The story of the making of a man, of the buffetings and opportunities that life dealt him with so careless a hand."

Buck, Charles Neville
The tempering; front. by Ralph Pallen Coleman. 416 p. D (Popular copyrights) c. '20 N. Y., Grosset & Dunlap 75 c.

Bureau of Military and Civic Achievement
The Mayflower passengers, their children and grandchildren. 30 p. nar. O [c. '21] Wash., D. C., Bureau of Military and Civic Achievement pap. $2.50

Busch, Bonnie Melbourne
Out of the Middle West. 293 p. D [c. '22] Kansas City, Mo., Burton Pub. Co. apply
A romance of big-souled people of the Middle West.

Barton, Roy Franklin
Ifugao economics. various paging tabs. pls. pors. Q (Pub. in American archaeology and ethnology; v. 15, no. 5; April 12, 1922) Berkeley, Cal., University of California Press pap. $1

Best, Marjorie Ayres [Mrs. A. Starr Best], and Houston, Alice M., comps.
Popular study course for clubs; important plays of the seasons 1919-20; outlines by specialists. no paging D ([Drama League of America]; study course no. 24) '21 Chic., The Drama League of America, 59 E. Van Buren St. pap. 25 c.

Biddle, Edward, and Fielding, Mantle
The life and works of Thomas Sully; [1783-1872; with a list of paintings, 242 p.; Miniatures, 6 p.; Subject paintings, 57 p.] 8+411 p. front. pls. facsms. pors. Q '21 Phil., [Author], 308 Walnut St. $15 [500 copies; $35, large pap. ed. signed] subs. only

Bryan, Noah Rosenberger
The place of the elementary calculus in the senior high-school mathematics and suggestions for the modern presentation of the subject. 7+82 p. il. O (Contributions to education, no. 117) '21 Carlisle, Pa., [Author], 152 West Luther St. pap. $1.25; $1.60

Burchard, Ernest Francis
Cement in 1920; Mineral resources of the United States, 1920—pt. 2; pub. March 7, 1922. various paging tabs. fold. col. map O (Dept. of the Interior; U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Cabell, James Branch
The lineage of Lichfield; an essay in eugenics. 46 p. O c. N. Y., McBride $5 [365 copies, autographed]

Cambridge (The) Medieval History
v. 3; Germany and the western empire; planned by J. B. Bury; ed. by Gawtkin [and others]. 39+700 p. (bibls.) maps tabs. O '22 N. Y., Macmillan $7

Camp, Wadsworth
The hidden road; front. by C. Allan Gilbert. 334 p. D c. Garden City, N. Y., Doubleday, Page $1.75
This is the story of Nicholas Aldrich who upon his return from the war found himself confused, bewildered, swept from his moorings into a romance.

Carpenter, Alfred Francis Blakeney
The blocking of Zeebrugge; with an introd. by Admiral Earl Beatty and appreciations by Marshal Foch, Rear-Admiral Sims and Viscount Visart, burgomaster of Bruges; with illustrations. 12+276 p. front. pors. maps (part fold.) plans (part fold.) O c. Bost., Houghton Mifflin $3.50
A complete and authoritative account by the leader of the expedition.

Cobb, Irvin Shrewsbury
Sundry accounts. 435 p. D [c. '22] N. Y., Doran $2
Ten short stories.

Cody, Hiram Alfred
Glen of the high north. 8+288 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Crawford, Jack
I walked in Arden. 295 p. D c. N. Y., Knopf $2
The romance of a British-American who is homesick for America when he is in England and for England when he is in America.

Dark, Sidney
An outline of Wells; with an American foreword by Heywood Broun. 10+200 p. O c. N. Y., Putnam $2.50
An analysis of Wells as an author and man.

Davey, Norman
Guinea girl; a melodrama in three acts, together with the incidental music, here presented for the entertainment of the curious. 8+295 p. D [c. '22] N. Y., Doran $1.75
An ironical, humorous novel on the spirit of the times.

De La Mare, Walter John
Down-adown-Derry; a book of fairy poems; with il. by Dorothy P. Lathrop. 7+192 p. col. front. col. pls. O [c. '22] N. Y., Holt $3
Poems about and for children.

Devine, Edward Thomas, and Brandt, Lilian
American social work in the Twentieth century; expanded by permission from an article contributed by the authors to the Encyclopedia britannica. 62 p. S c. '21 N. Y., The Frontier Press, 100 W. 21st St. pap. 50 c.

De Witt, S. A.
Iron monger; a book of poems. 45 p. D '21 c. '22 N. Y., Frank Shay $1.25

Douglass, Benjamin Wallace
Fruit-growing; il. from photographs. 351 p. front. pls. O [c. '22] Indianapolis, Ind., Bobbs-Merrill $2.50
The planting and care of fruit trees together with information as to the raising of small fruits.

Eichler, Lillian
Book of etiquette; 2 v. 500 p. (3 p. bibl.) il. pls. D '22 c. '21 Oyster Bay, N. Y., Nelson Doubleday $3.50

Engel, Carl
Alla breve; from Bach to Debussy 22+286 p. D [c. '21] N. Y., G. Schirmer bds. $2
"Reprinted in part from biographical notes included in twelve piano albums, entitled Master series for the young."

Evans, A. J.
The escaping club. 8+311 p. plans O [c. '22] N. Y., McCann $2
The experiences of Capt. Evans, of the British Army, in the German prison at Ingolstadt, and the ingenious methods employed in order to escape. This was accomplished by a long series of tunnels thru which Capt. Evans and his comrades made their way to freedom.

Fay, Amy
Music-study in Germany from the home correspondence of Amy Fay; ed. by Mrs. Fay Peirce; with a prefatory note by O. G. Sonneck; [preface by George Grove; preface to German ed. by Robert Oppenheim]. 352 p. D '22 c. '80-'96 N. Y., Macmillan $1.75

Clark, Donald Lemen
A course in magazine articles and newspaper writing. various paging O '20 N. Y., Columbia University, Home Study Dept. $60

Cochran, Doris M.
Description of a new species of agamid lizard from the Malay peninsula. 3 p. O (No. 2421; from the Proceedings of the U. S. Nat. museum, v. 60, art 26) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Cooke, C. Wythe, and Cushman, Joseph Augustine
The Byram calcareous marl of Mississippi and its foraminifera; pub. March 17, 1922; Shorter contributions to general geology, 1921. various paging tabs. pls. Q. Dept. of the Interior; U. S. Geol. Survey; professional paper 129-E) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Crawford, Nelson Antrim, ed.
Weavers with words; some verse and prose about newspapers and newspaper folk. 47 p. O c. Manhatten, Kas., [Author] pap. apply

Cruikshank, James A.
Figure [ice] skating for women. 96 p. front. (por.) pls. diagrs. S (Spalding "Red cover" ser. of athletic handbooks, no. 72R) [c. '21] N. Y., American Sports Pub. Co. pap. 25 c.

Ellison, Edith Nicholl
London letters to Lucylla; Oct., 1920-May, 1921. 86 p. nar. Q [n. d.] El Paso, Tex., Ideal Printing Co. pap. $1

Federal Trade Information Service, comps.
A general charter for trade associations; correspondence between the Attorney-general and the Secretary of commerce; permissible activities of trade associations; text of Supreme court decision condemning certain practices; text of act legalizing agricultural co-operative marketing associations; together with A treatise on the application of these pronouncements. 46 p. nar. D N. Y., Federal Trade Information Service, 175—5th Ave. pap. 25 c.

Field, Beulah
A silver pool [verse]. 50 p. O c. N. Y., Moffat, Yard bds. $1.25

Fleuron, Svend
Kittens; a family chronicle; tr. from the Danish by David Pritchard; foreword by Carl Van Vechten. 248 p. front. D c. N. Y., Knopf $2
The story of Grey puss, once a house-cat but now an outcast from society, the sole defense of herself and her young against the hostility of men, beasts and weather.

Foster, William Horton
Debating for boys; [new edition]. 175 p. D '22 c. '13-'15 N. Y., Macmillan $1.50

Fuller, Henry Corbin
The story of drugs; a popular exposition of their origin, preparation and commercial importance; il. with photographs. 358 p. front. pls. O (The Century books of useful science) c. N. Y., Century $3
Partial contents: Beginnings and accomplishments of the medicine industry; How medicines are made; The role of alcohol; Patent medicines: their place in the economy of the nation; Vaccines and serum-therapy; Dope and not dope; Paint, powder and rouge: the height of the complexion; Hay fever: the malady of strenuous America.

Gibbs, George Fort
The splendid outcast; il. by [the author]. 353 p. front. pls. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Giles, Frederic Mayor, and Giles, Mrs. Imogene Kean
Vocational civics; a study of occupations as a background for the consideration of a life-career; [rev. ed.] 284 p. tabs. pls. D '22 c. '19-'22 N. Y., Macmillan $1.40

Gouwens, Teunis Earl
The rock that is higher and other addresses. 160 p. D [c. '22] N. Y., Revell $1.25
Corrected entry.

Guest, Edgar Albert
Making the house a home. 55 p. front. (por.) S [c. '22] Chic., Reilly & Lee Co. 75 c.
A personal story of the author's home and home life.

Hackett, Francis
The story of the Irish nation; drawings by Harald Toksvig. 10+402 p. (2½ p. bibl.) il. pors. map chart O c. N. Y., Century $2.50
A history dealing with the subject as a whole, from the Gaelic period (Pagan) to the present Irish Republic. This work ran serially in the *New York Sunday World*.

Haley, Harry F.
Immortal Athalia. 310 p. D [c. '22] Phil., Dorrance $1.75
The romance of a young American explorer in South America.

Haney, John Louis
Good English; a practical manual of correct speaking and writing; rev. edition. 11+244 p. D '22 c. '15-'17 Phil., Peter Reilly $1
Formerly published in 1917 by the Egerton Press, Philadelphia, Pa.

Hannay, James Owen [George A. Birmingham, pseud.]
Lady bountiful. 265 p. D [c. '22] N. Y., Doran $1.75
Short stories of village life in Ireland.

Hebert, Frank
40 years prospecting and mining in the Black Hills of South Dakota; [the author] tells Indian stories, road agent stories, bear stories, mountain lion stories, and a ghost story, locating copper mines, gold mines, mica mines and tin mines. 199 p. front. (por.) pls. O [c. '21] Rapid City, S. D., Daily Journal

Hillier, W.
English-Chinese dictionary of Peking colloquial. 1030 p. D [n. d.] Milwaukee, Wis., Caspar $12.50

Houdini, Harry
Houdini's paper magic; the whole art of performing with paper, including paper tearing, paper folding and paper puzzles. 206 p. col. front. diagrs. il. pors. D [c. '22] N. Y., Dutton . $2.50

Hurt, Walter
Truth about the Jews; told by a Gentile; with an introd. by Dr. Ralcy Husted Bell. 383 p. O [c. '22] Chic., Horton & Co., 441 S. Dearborn St. $3
Partial contents: Causes of race antagonism; Sociologic function of the Jew; Mixed marriages; Jewish characteristics; Social discrimination; Revival of anti-Semitism; The Fordian frenzy; Citizenship of the Jew; Morality of the Jews; The Russian Jew; The Jews and the war; Two judgmatic opinions.

Hutchinson, Arthur Stuart Menteth
The clean heart. 403 p. S (Pocket edition) '22 c. '14 Bost., Little, Brown leath. $2.50
The happy warrior. 448 p. S (Pocket edition) '22 c. '12 Bost., Little, Brown leath. $2.50
If winter comes. 415 p. S (pocket edition) '22 c. '21 Bost., Little, Brown leath. $2.50
Once aboard the lugger. 327 p. S (Pocket edition) '22 c. '08 Bost., Little, Brown leath. $2.50
A new uniform full flexible leather edition.

Hyde, Walter Woodburn
Olympic victor monuments and Greek athletic art. 19+406 p. (bibl. footnotes) front. pls. fold. plans O (Pub. no. 268) '21 Wash., D. C., Carnegie Institution of Washington pap. $10

Fox, Dixon Ryan
The historical essay and the critical review. 15 p. O '21 N. Y., Columbia University Press pap. 35 c.

Garvin, Lucius Fayette Clark
The industrial conflict; how the warring elements may be reconciled. 15 p. T '21 N. Y., The Single Tax Publishing Co., 150 Nassau St. pap. 5 c.

Haskell, Caleb Cook
Nula; or, New language. [6 p.] O [c. '22] Corry, Pa., [Author], 55 W. Columbus Ave. pap. apply

Holmes, John Haynes, and Nearing, Scott
Can the Church be radical?; debate at the Lexington theatre. Sunday afternoon, Feb. 12, 1922; affirmative: John Haynes Holmes; negative: Scott Nearing. 39 p. O [c. '22] N. Y., The Hanford Press, 7 E. 15th St. pap. 25 c.

Jamison, A. T., D.D.
Your boy and girl; papers on the rearing of children. 178 p. (1½ p. bibl.) D [c. '22] N. Y., Doran $1.25
Partial contents: The children of this generation; What your child got from you; The great lesson of obedience; Discipline of your child; Are all boys alike; Shaping the peg for the hole.

Jataka
More Jataka tales; re-told by Ellen C. Babbitt; with il. by Ellsworth Young. 94 p. il. D c. N. Y., Century Co. $1.25
"They are the simplest of folk-tales and highly appropriate for little children; yet, like most folk-literature, they have depth beyond depth of meaning for all."

John Carter Brown Library
Catalogue of the John Carter Brown library in Brown university, Providence, Rhode Island; v. 2; [pt. 1, 1600-1634.]; bibliotheca Americana. 250 p. front. (por.) O '22 Providence, R. I., John Carter Brown Library bds. $5

Johnston, William T., ed.
Bill Johnston's joy book; il. by Claude Shafer. 4+432 p. D [c. '22] Cin., Stewart Kidd $2.50
2,002 jokes collected from every source, classified in a topical, cross-referenced index, with each of the forty-two sections illustrated.

Jones, James O. (The) Company, comps.
Men of the South; a work for the newspaper reference library; ed. by D. D. Moore [and others]. 792 p. F '22 New Orleans, La., Southern Biographical Assn. $12.50
Biographies of southern business and professional men. The book is arranged by states and loose-leaf binding.

Jones, John Peter, D.D.
India; its life and thought. 17+448 p. front. pls. O [c. '08] N. Y., Doran $1
Formerly published in 1908 by The Macmillan Co.

Jordan, Elizabeth Garver
The blue circle; a novel. 355 p. D c. N. Y., Century $1.90
A mystery story of a young man, suffering from shock who begs to be bought by an older man, and the unexpected happenings while in bondage.

Kendall, Ralph Selwood
The luck of the mounted; a tale of the Royal Northwest mounted police. 312 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Kenny, Courtney Stanhope
A selection of cases illustrative of the law of contract; [based on the collection of G. B. Finch.] 11+511 p. O '22 N. Y., Macmillan $7
The author is emeritus professor of law, University of Cambridge, England.

Kester, Vaughan
The prodigal judge; il. with scenes from the photoplay. 448 p. front. pls. D (Popular copyrights) [c. '11] N. Y., Grosset & Dunlap 75 c.

King, Basil, i. e. William Benjamin Basil
The city of comrades. 406 p. front. pls. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap 75 c.

Lowry, Thomas Martin
Inorganic chemistry. 10+943 p. front. il. diagrs. O '22 N. Y., Macmillan $9

Lundsford, Hugh, pseud.
The law of Hemlock mountain; front. by Douglas Duer. 308 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Lynde, Francis
Pirates' hope. 8+299 p. D c. N. Y., Scribner $1.75
A twentieth century romance of a desert island.

Magie, David, tr.
The scriptures historiae Augustae; in three volumes; v. 1. 37+493 p. S (Loeb classical library) '22 N. Y., Putnam $2.25
Partial contents: The scope and literary character; The manuscripts; Marcus Aurelius Antonius; Lucius Verus; Septimius Severus.

Mayo, Katherine
Mounted justice; true stories of the Pennsylvania state police. 8+298 p. D c. Bost., Houghton Mifflin $2
Nine stories of the everyday experiences of this force.

Merrill, Selah
A new comprehensive dictionary of the Bible, containing every proper name to be found in the Old and New Testaments; with meaning and pronunciation indicated phonetically; to which is added a concordance to the Holy Scriptures and revised questions and answers on the Old and New Testaments; full page illustrations. 135, 121 p. front. il. pls. O c. N. Y., James Pott & Co., 214 E. 23rd St. $1.50

Lauder, A. Estelle
Trailing behind; or, How Pennsylvania compares with other states in protective legislation for working women and children; prepared [by the author], for the Joint legislative committee. 35 p. tabs. col. maps D '22 Phil., The Joint Legislative Committee pap. apply

Loughlin, Gerald Francis, and Coons, A. T.
Stone in 1920; Mineral resources of the United States, 1920—pt. 2; pub. March 6, 1922. various paging tabs. O (Dept. of the Interior; U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

MacDonald, Arthur
Psychology of death; reprinted from the Indian medical record, June, 1921, issue. 12 p. tabs. Q [n. d.] Wash., D. C., [Author] pap. apply

Physical and mental examination of American soldiers; reprinted from the Indian medical record, Jan., 1921, issue. 6 p. tabs. Q [n. d.] Wash., D. C., [Author] pap. apply

Physical death in man; reprinted from the Indian medical record, Oct., 1921, issue. 15 p. (1 p. bibl.) O [n. d.] Wash., D. C., [Author] pap. apply

McKern, W. C.
Functional families of the Patwin. various paging chart Q (Pub. in American archaeology and ethnology; v. 13, no. 7; April 12, 1922) Berkeley, Cal., University of California Press pap. 35 c.

Meier, Henry F. A.
Effect of direct current on cells of root tip of Canada field pea. 26 p. pls. O '21 Syracuse, N. Y., [Author], Botany Dept., Syracuse Univ. pap. apply

Methodist Episcopal Church. General Conference Commission on Courses of Study

Directions and helps; Examination for admission on trial. 170 p. S c. '21 N. Y. & Cin., The Methodist Bk. Concern 25 c.

Directions and helps for the first [to fourth] year; 4 v. various paging il. S c. '21 N. Y. and Cin., The Methodist Bk. Concern ea. 50 c.

Mitchell, David Andrew

Mitchell's guide to the game of chess; being a complete course of instruction for beginners; rev. ed., containing new chess code; Marshall's best games, modern end-games and problems. 117 p. diagrs. S [c. '15-'20] Phil., McKay 75 c.

Muir, Ramsay, i. e. John Ramsay Bryce

A short history of the British commonwealth; in two volumes; v. 1, The islands and the First Empire to 1763; [introd. by David Saville Muzzey.] 16+824 p. (bibl. footnotes) O c. Yonkers, N. Y., World Bk. Co. $8

The author was formerly professor of modern history, University of Manchester.

Nicholson, Meredith

Best laid schemes. 217 p. D '22 c. '19-'22 N. Y., Scribner $1.50

Six short stories, among which are: The girl with the red feather; The Campbells are coming; The third man.

Oemler, Mrs. Marie Conway

A woman named Smith. 375 p. front. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap 75 c.

Orage, Alfred Richard

Readers and writers; 1917-1921. 181 p. D c. N. Y., Knopf $1.75

A series of essays on literary matters among which are: The responsibility of the press; Henry James; The fashion of anti-Puritanism; Was Carlyle Prussian?; The end of fiction; Mr. Pound, caricaturist; Irish humour; literary copyright in America; Poor authors; Psychoanalysis; America regressing.

Oyen, Henry i. e., Olaf Henry

The plunderer. 395 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Tarrant of tin spout. 304 p. D [c. '22] N. Y., Doran $1.75

A love story of one of the last horsemen of the West.

Parsons, Theophilus

Laws of business for all the states and territories of the Union and the Dominion of Canada; with forms and directions for all transactions and abstracts of the laws of all the states and territories on various topics; new enl. ed.; rev. to date, with valuable fresh chapters on recent business legislation by Charles M. Reed. 19+961 p. O ['78-'20] N. Y., Doran buck. $6

Formerly published by The S. S. Scranton Co.

Patten, Simon Nelson

Mud hollow; from dust to soul. 384 p. D [c. '22] Phil., Dorrance $1.90

A story of American life today.

Pedler, Margaret

The hermit of far end. 6+347 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Philostratus, Flavius, and Eunapius

Philostratus and Eunapius; the lives of the Sophists; with an English tr. by Wilmer Cave Wright. 41+595 p. (3 p. bibl.) S (Loeb classical library) '22 N. Y., Putnam $2.25

Porter, Gene Stratton [Mrs. Charles Darwin Porter]

The fire bird; il. [in col.] by Gordon Grant; decorations [in col.] by Lee Thayer [verse]. 71 p. O c. Garden City, N. Y., Doubleday, Page bds. $1.75

A narrative poem of the American Indian.

Quintilian, Marcus Fabius Quintilianus

The institutio oratoria of Quintilian; with an English tr. by H. E. Butler; in four v.; v. 3-4. 595; 548 p. S (Loeb classical library) '22 N. Y., Putnam ea. $2.25

For students of the technique of the ancient shools of rhetoric and the minuter points of Latin prose style.

Mertie, J. B., jr

Graphic and mechanical computation of thickness of strata and distance to a stratum; pub. March 14, 1922; Shorter contributions to general geology, 1921. various paging diagrs. fold. charts Q (Dept. of the Interior; U. S. Geol. Survey; professional paper 129-C) Wash., D. C., Gov. Pr. Off., Supt of Doc. pap. apply

Miller, Joseph Dana

Jones' Itemized rent bill; a side light on the landlord and tenant question. 15 p. tab. T '21 N. Y., The Single Tax Publishing Co., 150 Nassau St. pap. 5 c.

Monroe, Walter Scott

The Illinois examination. 70 p. tabs. charts. diagrs. O (Bull. v. 19, no. 9; Oct. 31, 1921; Bu. of educational research. bull. no. 6) [n. d.] Urbana, Il. University of Illinois pap. 50 c.

Mount Vernon, [Washington] Herald

Skagit county, Washington; a magazine ed.; being a frank, fair and accurate exposition, pictorially and otherwise of the resources, industries, farming and dairying possibilities of this wonderful section of the great Evergreen state. 96 p. front. (por.) il. pors. F '21 Mount Vernon, Wash., The Herald Pub. Co. pap. 20 c.

Muller, Julius Washington

The rainbow's foot; verse. 7+64 p. O '21 N. Y., Bartlett-Orr Press, 461—8th Ave. priv. pr.

[Murphy, Edward H., and Murphy, James E., comps.]

Finger prints for commercial and personal identification. 16 p. front. il. pors. facsms. O [c. '22] Detroit, Mich., International Title Recording and Identification Bureau, 1304 Penobscot Bldg. pap.

New York. State Library

List of books in the library for the blind; 1919-21, supplement to bibliography bulletin 63. 67 p. O (Bibliography bull. 68) '22 Albany, N. Y., The University of the State of New York pap.

Oregon. State Child Welfare Commission

Child welfare laws of the state of Oregon; originally comp. in 1920 by the Child welfare revision committee, Mrs. Chas. Childs, [and others]; rev. to include later amendments and laws, 1922. 100 p. O '22 Salem, Ore. [State Child Welfare Commission] pap. apply

Rabenort, William Louis
Rabenort's geography. North America and the United States. 8+182 p. front. il. maps O [c. '21] N. Y., Am. Book Co. 92 c.

Raddatz, William Joseph
Shakespeare wrote Shakespeare. 117 p. (1 p. bibl.) D [c. '21] Cleveland, O., The Stratford Press, 1101 Power Ave. $1.50
A new study of the Shakespeare-Bacon controversy.

Rath, E. J.
The mantle of silence; front. by George W. Gage. 302 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Richards, Lenore, and Treat, Nola
Quantity cookery; menu planning and cookery for large numbers. 200 p. forms. tabs. O c. Bost., Little, Brown $2
Tested recipes and practical help on the planning of menus for cafeterias, restaurants and institutions, serving from one hundred or less to more than six hundred daily. It is also designed for use as a cooking school text-book for large quantity cooking.

Rollins, Philip Ashton
The cowboy; his characteristics, his equipment, and his part in the development of the west. 14+353 p. O c. N. Y., Scribner $2.50
A record of the old west in which are described the active life, customs, superstitions, slang, clothes, amusements and business of the early ranchers.

Royden, Agnes Maude
Sex and common sense; with portrait. 18+211 p. D c. N. Y., Putnam $2
Partial contents: A solution of the problem of the unmarried; The true basis of morality; Further misunderstandings: the need for sex chivalry; Commonsense and divorce law reform.

Scoville, Samuel, jr.
Wild folk; with il. by Charles Livingston Bull and Carton Moorepark. 184 p. front. pls. O [c. '22] Bost., Atlantic Monthly Press $2
True stories about wild animals and birds.

Seltzer, Charles Alden
The trail horde; front. by P. V. E. Ivory. 345 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Spears, John Randolph
Captain Nathaniel Brown Palmer; an old-time sailor of the sea. 9+252 p. front. (por.) pls. pors. chart D c. N. Y., Macmillan $2
The romantic story of the career of Capt. Palmer, an old seafaring New Englander, who discovered the Antarctic Continent long charted as Palmerland. This also embraces the story of the old clipper ship days and trips to the newly opened Orient.

Tarbell, Ida Minerva
Peacemakers—blessed and otherwise; observations, reflections and irritations at an international conference. 227 p. D c. N. Y., Macmillan $1.60
The author's observations at the Washington Disarmament Conference, November, 1921.

Thomson, Christopher Birdwood
Old Europe's suicide; or, The building of a pyramid of errors; an account of certain events in Europe during the period 1912-1919. 12+192 p. front. (diagr.) O c. N. Y., T. Seltzer $2
Partial contents: The battle of Kumanovo; Macedonia—1912; Albania—1912-1913; The neutral Balkan states, 1915; The disaster of Rumania—1916; The Peace Conference at Paris—1919; Looking back and looking forward.

Tokutomi, Iichiro
Japanese-American relations; tr. by Sukeshige Yanagiwara. 16+207 p. D c. N. Y., Macmillan $1.50
Written by a Japanese author for Japanese readers, showing frankly the attitude of the Japanese for Americans and America.

Volonakis, Michael D.
The Island of roses and her eleven sisters; or, The Dodecanese from the earliest times to the present day; with an introd. by J. L. Myres. 25+438 p. front. il. maps O '22 N. Y., Macmillan $15

Wadleigh, F. R.
Coal manual. 184 p. T [c. '22] Cin., National Coal Mining News $2.50; leath. $3.50
The author is head of the Coal and Coke Bureau of Foreign and Domestic Commerce, Washington, D. C.

Walker, Hugh
The literature of the Victorian era; new ed. 36+1067 p. O ['10-'22] N. Y., Macmillan $5.50
Formerly published in 1910 by G. P. Putnam's Sons.

Watanna, Onoto, pseud. [Mrs. Winnifred Eaton Babcock; Mrs. Bertrand Babcock]
Sunny-San. 311 p. D [c. '22] N. Y., Doran $2
The romance of the education of a little Japanese-American geisha girl and the complications which ensued.

Weaver, John Van Alystyne, jr.
Margey wins the game. 110 p. nar. D c. N. Y., Knopf bds. $1.50
The story of American social life and how a "Wallflower" finally found herself.

Wise, Stephen Samuel
Child versus parent; some chapters on the irrepressible conflict in the home. 138 p. D c. N. Y., Macmillan $1.25
Some parental responsibilities unmet; The art of parental giving; The obligation of being; The democratic regime of the home; Parents and vice-parents; The Jewish home today; The sovereign graces of the home.

Wodehouse, Pelham Grenville
Three men and a maid. 304 p. D [c. '22] N. Y., Doran $1.75
A humorous novel.

Sapir, Edward
The fundamental elements of Northern Yana. various paging Q (Pub. in American archaeology and ethnology, v. 13, no. 6; April 12, 1922) Berkeley, Cal., University of California Press pap. 30 c.

[U. S. 67th Congress, First Session; H. R. 8245.]
Federal taxes for 1921; the Revenue law of 1921; pub. no. 98; H. R. 8245; elucidation of the law, indexed, 127 p. tabs. O c. '21 N. Y., Federal Trade Information Service, 175—5th Ave. pap. 75 c.

[Workers Party of America. Literature Department]
Theses and resolutions adopted at the third World congress of the communist international; June 22-July 12, 1921. 199 p. D '21 N. Y., The Contemporary Publishing Assn., 799 Bway. pap. 50 c.

Rare Books, Autographs and Prints

A NEW book by George Moore in a limited edition entitled "In Strict Singleness: Theme and Variations" is announced by Heinemann of London, and Boni & Liveright of New York. The first five volumes of a definitive limited edition of the "Complete Works" of George Moore will be published next month. This set will contain two volumes never published before.

The April number of the Brooklyn Public *Library Bulletin* contains a list of the writings covering nine pages of Edward Everett Hale printed to meet the interest created by the recent centenary of his birth.

The May number of *Scribner's Magazine* contains an article of thirteen pages written by William Harris Arnold on "My Tennysons" which collectors cannot afford to miss. It is illustrated with portraits, facsimiles of title-pages and manuscripts and is packed with interesting bibliographical information.

Eleven letters from George W. Eveleth to Edgar Allan Poe, not included in the collection given by the Griswold family to the Boston Public Library, are printed in the current number of the New York Public *Library Bulletin* and will be of interest to Poe collectors.

The current number of the *Quarterly Bulletin* of the Boston Public Library contains a description of the Bowditch library and of the original city charter of Boston. The frontispiece is a reproduction of the Stuart portrait of Nathaniel Bowditch and there is a folded reproduction of the original city charter which is written on vellum.

An exhibition of Whistler prints will be on view in the Print Gallery of the New York Public Library from May 1 until autumn. The exhibition has been in a measure selective, with the aim of making a display, not too large, of prints showing the development of Whistler's art with a longer time than usual to study it.

Edward L. Wenrick, 51 East 87th Street, who has for many years made a specialty of sporting books, has just issued a catalog of rare and practical books on horses, horse racing, steeple chasing, fox hunting, coaching and other out-of-door sports. Special attention is given to rare hand colored prints of thorobred horses, fox hunting, and coaching incidents. It is one of the largest catalogs of its kind that has appeared for a long time.

The recent sale at Sotheby's, in London, of the autograph manuscript of Joseph Henry Shorthouse's "John Inglesant" revealed the fact that Shorthouse offered the manuscript originally to James Payn who rejected it owing to "its being defective in structure and lacking in popularity." It was then printed privately and became "extremely popular" as soon as it became known that Gladstone had read it with approval. Within ten years it won the title of "outstanding historical romance of the nineteenth century."

One of the most important sales of etchings of the year in this country was that of the collection of William M. Bullivant of Boston, sold a few days ago at the American Art Galleries, the 229 prints bringing $57,432.50. A fine impression of Haden's "A By-Road in Tipperary" in the second of two states brought the highest price, $2,350. The next was Whistler's "The Beggars," one of the Venetian series, a third state impression limited to nine copies, printed by the artist and signed with the butterfly.

Rare books, illuminated and other manuscripts and autograph letters, the property of T. B. Bruton, Sir Edward Marshall Hall, Reginald H. Leon, the late Lewis Fry and others, will be sold at Sotheby's, in London, May 22 and 23. The rarer items include a note book by Joseph Addison, La Fontaine's "Contes," 1762; the First, Second and Fourth Folios of Shakespeare; first editions of the works of Dickens in parts; collected first editions of Stevenson, Hardy, Wilde and other modern authors; twenty-four autograph letters written by Dr. Samuel Johnson; and interesting autograph letters by Scott, Sheridan, Lord Nelson, Lord Byron, Stevenson, Reade, Swinburne and others.

A portion of the library of the late William Winter, consisting of books, pamphlets, letters and dramatic memorabilia, and association relics, was sold at the Walpole Galleries, 366 lots bringing about $5,000. The outstanding lot was a William Winter Testimonial given at the Century Theatre, March 14, 1916, containing an engrossed letter signed by 300 men and women representing every walk of life, remarkable, it is said, as being the only document in existence which bears the signatures of Woodrow Wilson, Theodore Roosevelt and William H. Taft—the victor and the defeated in the presidential campaign of 1908—which brought $2,050. The prompt book of Shakespeare's "Twelfth Night," used at Daly's

Theatre during the long run of the first and subsequent revivals, interleaved and annotated, with the final cuts and stage directions, mainly in the handwriting of Augustin Daly, with a preface by William Winter, New York, 1893, presented to Winter by Ada Rehan, brought $460; and the music for the "Twelfth Night," arranged by the late Henry Widener for Daly and containing the conductor's score with parts for various orchestral instruments, $500. Prices were not all high. Many desirable association items went for very moderate prices.

If there are any autograph collectors reading these pages who are not receiving Thomas F. Madigan's *Autograph Bulletin* (8 West 47th Street, this city), they should write and have their names placed upon his mailing list at once for they cannot afford to miss it. The current number contains some extraordinary literary and historical letters, and the full descriptions and long extracts of many letters that have never been printed before are very interesting. The presidents are all represented by one or more letters and some of great historical value. There is a long letter written by General Zachary Taylor from Mexico during the Mexican War that throws a flood of light upon military affairs at the time, and there is another by Theodore Roosevelt about President Lincoln in which he says: "As the years roll by, and as all of us, wherever we dwell, grow to feel an equal pride in the valor and self devotion, alike of the men who wore the blue and of the men who wore the gray, so the whole nation shall grow to feel a peculiar sense of pride in the lover of his country and of all mankind; the men whose blood was shed for the union of his people and the freedom of a race; the mightiest of the mighty men who mastered the mighty days—Abraham Lincoln."

F. M. H.

Catalogs Received

Books, art, curios, etc. Moroney's, Third St. at Dixie Terminal, Cincinnati, Ohio.

Choice and rare books, including many items on costume, art, architecture, etc. (No. 23; Items 181.) Dawson's Bookshop, 627 South Grand Avenue, Los Angeles, Calif.

De Livres Anciens et Modernes. (No. 476; Part 1; Items 1030.) Martinus Nijhoff, Lange Voorhout 9, La Haye, Holland.

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1, RUE SCRIBE, PARIS
Export Booksellers and Bookbinders
Agents for Universities, Public Libraries and Institutions in America
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Menzel's Drawings for Fred'k the Great, Contes Remois, Paris, 1858.
Paul et Virginie, Ed. Curmer, Paris, 1836.
Pennell's Lithographic Views of New York for Soc. Iconophiles.
J. J. Reins, The Industries of Japan, pub. Armstrong, N. Y., 1889.

Allen Book and Printing Co., 454 Fulton St., Troy, N. Y.

Being Well Born, M. F. Guyer, Bobbs-Merrill.
Bishop, The Panama Gateway, Scribner.
Benjamin Franklin Self Revealed, Bruce, 2 vols., Putnam.
Missing Ship, R. M. Ballantyne.
History of Fashion, J. B. Challamel, London, 1882.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Fifty Years of Federation, Richard C. Moore, 2 copies.
The Association Hand Book, H. S. Ninde, Bowne and others, 2 copies.
Back numbers of the Homiletic Review and the Expositor's Review.

American Baptist Publication Society, 223 Church St., Toronto, Ont.

Incarnation, by Eck.

American Bee Journal, Hamilton, Ill.

American Bee Journal, full set.
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Aries Book Shop, 116 Delaware Ave., Buffalo, N. Y.

A Century of Intellectual Development, Hector McPherson.
Shakespeare's Works, Edinburgh Folio edition, edited by W. E. Henley, Stokes.

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Poe's Tales, Wiley & Putnam, N. Y., 1845, imperfect copy.
The Champions of Freedom, Woodworth, N. Y., 1816, vol. 1.

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Harvard Classics, large 8vo ed., 50 vols.
Inman, Tales of the Trail, Crane.
Kingsley, Tales of Old Travel, 1869.
Lacombe, Talleyrand the Man.
Ladd, Story of New Mexico, 1891, Lothrop.
Leeder, Desert Gateway, 1910, Cassell.
O'Byrne, Grey Fleet of the Wind, Stokes.
The Song of Roland, Riverside Press.
Synge, Aran Islands, 1911, Luce.

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Miller, H. M., Pennsylvania-German Stories, prose and poetry, by Solly Hulsbuck, (pseud.), 1911.
Seidensticker, O., Ephrata, eine amerikanische Klostergeschichte, 1883.
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Harris, N. S., Journal of a Tour in the Indian Territory, 1844.
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College Book Store, Columbus, Ohio

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Literature, American ed., New series, vols. 1-2, Harper.
Grillparzer, Sappho, tr. E. Frothingham, 1876, Boston.
Moliere, Works, tr. by Page, Putnam, 6 vols.
Croly, Herbert, Progressive Democracy, Macmillan, 1914.

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Blaney, Excursion Through the U. S. and Canada, London, 1824.
Biglow, Francis E., Church Silver.
Bull, Mrs. Ole, Norse Love Story.
Beebe, The Bird.
Burns, R., Poetical Works, vol. 2, Phila., 1804 or vols. 1 and 2.

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Buttrick, I., Voyages, Travels and Discoveries, Boston, 1831.
Bolles, John A., Genealogy of the Bolles Family in America, 1865.
Barry, J., Singular Adventures and Captivity, colored front. Somers-Town, 1802.
Bishop, Extra Illustrated Catalogue on Jade.
Barber's, American Glass.
Clark, A. B., Travels in Mexico, Arizona and California, Boston, 1852.
Chimney Tops of Old Haddam.
Catalogue of the Exhibit of Church Silver at the Boston Art Museum.
Carter, Jesse B., Religion of Numa, 2 copies.
Cabell, Eagles Shadow, first edition.
Harris, Uncle Remus, first edition.
Hempstead, Pictorial Hitsory of Arkansas, pub. 1890.
Holme, M., Peasant Art in Russia; Peasant Art in Sweden, Lapland and Iceland; Peasant Art in Italy; Peasant Art in Austria and Hungary.
Pauquet Freres, Modes et Costume Historiques.
Pope, Early Days of Arkansas, pub. 1894.
Seabury, A. W., Drawing for Art Students.
Tertium Organum.
Thatcher, Traits of the Tea Party Being a Memoir of Geo. R. T. Hewes.

Paul Elder & Co., 239 Post St., San Francisco, Cal.

Duke, Celebrated Criminal Cases of America.
Vamberg, Western Culture in Eastern Lands, Eng. Text.
Cinderella, Illus. by Rackham.
Fargeon, Great Porter Square.
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Hatfield, History of Elizabethtown, N. J.
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How to Live in the Country, E. P. Powell, pub. Outing Company, 1911.
Bookbinding and Care of Book, Douglas Cockerell, pub. D. Appleton.

Forbes & Wallace, Springfield, Mass.

Vaiti of the Islands, Beatrice Graham, pub. by Jacobs, new edition.
Bunker Bean, by Henry Lyon Wilson in the first edition.
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Japanese Conquest of American Opinion.
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W. & G. Foyle, Ltd., 121 Charing Cross Road, London, W. C. 2, England

The Archko Volume, trans. by Wm. McCutch and Doyman.

Franklin Bookshop, 920 Walnut St., Philadelphia, Pa.

Sozinskey, T. S., Med. Symbolism, Phila., 1891.
Andrews, W., (Ed.) Doctor in Hist. Lit. &c., 1896.
Seecombe, Lives of 12 Bad Men, N. Y., 1894.
Redgrove, H. S., Bygone Beliefs, 1920.
Masters of Medicine, 6 volumes.
Grout, Mosses with Hand Lens, 1900 or '05.
Cooper, Thos., M.D., Books or Pamphlets by.
Rush Light, Cobbett, Part 6, N. Y., 1800.
Pettigrew, Med. Superstitions, Phila., 1844.
Remondino, Hist. of Circumcision, Phila., 1891.
Toner, Medical Men of Rev., Phila., 1876.
Aegineta, P., Seven Books of Lond., 1844-47.
Dean, Fishes, Living and Fossil, N. Y., 1895.

John L. Galletti, 400 Grand Str., Newburgh, N. Y.

Wraxall Memoirs, 1772-1784, first edn. Same after 1784, any edition.

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De Lain, Camp d'Asile, Paris, 1819.
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Hunt & Randall, Guide to Texas, 1839.
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Republican National Convention Proceedings for 1908, 1916, 1920.
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Pontormo, by F. M. Clapp.
First Forty Years of Washington Society, by Smith.

The J. K. Gill Company, Portland, Ore.

Franchere, Gabriel, Narrative of a Voyage to the Northwest Coast, edited by R. G. Thwaites, pub. A. H. Clark Co.
Hill, Life of Stradivara, pub. Macmillan.
Ten Men on Money Island.
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Amer. Journal Science and Arts, 1842 (Cont. Gray's Correspondence).
Audubon, Quadrupeds North Amer., vol. I.
Biog. Pere Hyacinthe and Wife, S. Francisco, 1884.
Broadus, Preparation and Deliv. Sermons.
Bullard, Hist. Summer Haunts, Newport to Portland.
Bunner, Short Sixes; Made in France.
Calvert, A. F., Goya: Life and Works of.
Coxe, Bishop C. C., Christian Ballads.
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Cruise of Essex.
Dubblee, The Newspaper.
Farnham, Great Western Prairies.
Ford, P. L., New England Primer.
Guiney, Patrins; Happy Ending; Nine Sonnets at Oxford.
Huxley, Physiography.
Irving, Eminent Scotsmen.
Leslie, Shane. End of a Chapter.
Lynn, Story of Mormons, 1902.
Marden, Greece and Aegean Is.
Mathews, Memoirs of Charles Mathews, v. 1, Phila., 1839.
Mayflower Descend., Old Nos.
Pidgin, Chronicles Q. A. Sawyer, Bost., 1912.
Pike, First Blows of Civil War.
Polhemus, Eliz. Jane and John, Their Plays, etc.
Riley's Narrative of the Loss of the Brig "Commerce."
Stenhouse, Mormons.
Stimson, Pirate Gold.
Strauss, Ideas of Plain Country Woman.
Tullidge, Life Brigham Young.
Tyler, M. C., Lit. Hist. Amer. Revolution, 2 v., 1897.
U. S. Pension List, 1832-4.
Westchester Co., N. Y., Hist. of, by Bolton, 2 v., 1905.
Winchester, Conn., Annals, by Band, 1873.
Worcester, Hist. U. S.
Genealogies—Beck, 1877.
Conn. Families, by Cutter, 4 v., Lewis.
Dillon gen., 1909.
Fuller gen., vol. I.
Osgood, Descend. of John, Salem, 1894.
Rush gen., 1905.
Braddon, Mrs. M. E., Any Novels.
Champney, L. W., Patience; Dames of Colonial Days.
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Groton Historical Series, vol. 4.
Rhode Island Historical Society pub., vol. 9.

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Bolles, Land of the Lingering Snow.
Bolles, Chocorua's Tenants.
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Layman's Introduction to Book of Common Prayer, by E. H. Eland, Longmans, Green, 1896.

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Blades, Bibliography and Typography of William Caxton.
Brewer, Surgery, latest edition.

Houghton Mifflin Co., 4 Park St., Boston 8, Mass.

The Secret of the Sands.

Howard Memorial Library, New Orleans, La.

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Treat, National Land System, 1910.
Hosmer, Short History of the Mississippi Valley, 1901.
Winsor, The Mississippi Basin, 1895.
Winsor, The Westward Movement, 1897.
Hennepin, A New Discovery, etc., Reprint from edition of 1698. 2 vols., 1903.
Reynolds, My Own Times, Reprint edition only.
Reynolds, Pioneer History of Illinois, Reprint edition only.
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Bay View Magazine, Jan., 1913.
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Draham's The Criminal, A Scientific Study, N. Y., 1900.
Brockway, Reformatory System in the U. S., 1900.
Egner & Mayer, Songs of the U. S., West Point, N. Y.
Warner, Charles Dudley, The Elmira System, American Social Science Assn., 1894.

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Veitch, Shiffield Plate.

Princeton University Library, Princeton, N. J.

Whitney, Life and Teachings of Zoroaster, the great Persian, 1905.
Jackson, The Eighteen Ninetie,. Defective copy will do.
Muther, The History of Modern Painting, vol. 1, (4 vol. ed.)

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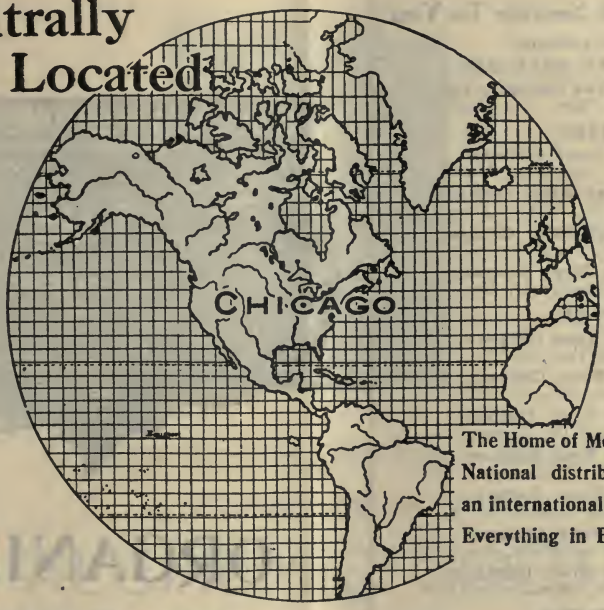

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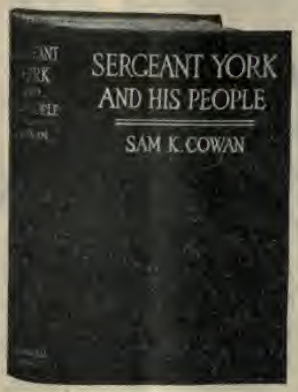

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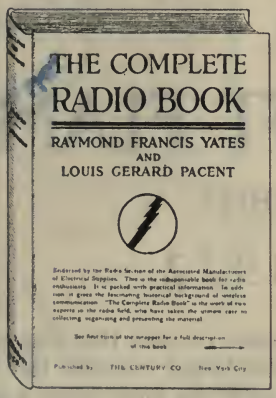

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GOOD advertising from the book-trade point of view is that which soundly extends the consumption of books. Bad advertising is that which demoralizes the market and thus prevents the dealers from stocking up and making sales. It is interesting under this line of division to consider the kinds of advertising which fall under the respective heads. We are speaking not of advertising to the trade, but for the trade.

Advertising of special books necessitates the use of special mediums as an electrical periodical for electrical books intended for professional electricians, who constitute so small a proportion of the reading public that general advertising of such books is more or less wasteful. We speak chiefly of the books which appeal to the large class known as the general public, books of fiction, of general literature, of poetry, of religion—all classes which have a general appeal. Apart from the trade literature which the bookseller distributes from his counter or to special customers thru imprint editions as his own publication, there are two kinds of periodicals which particularly help him. One is the magazines and periodicals of general circulation which appeal, on the whole, to the very classes to whom most books appeal. These are naturally a favored class in the advertising of book publishers, especially as many of the periodicals are issued from book publishing houses, affording opportunity for exchange advertising—tho this is not always as profitable as it might seem. The other class is the newspapers, but in this big country this might mean so many that in many directions it is not practicable unless the local bookseller is willing to co-operate by paying part of the cost. At the same time, the great metropolitan newspapers, except thru their special book supplements, are not generally profitable means of book advertising because such advertisements are swallowed up in the enormous mass of reading matter presented to the reader and become costly beyond their return.

An exception to this last point may be made for metropolitan papers which have a special constituency, usually among the better class of readers. The enormous supply of advertising space which now confronts any user of advertising usually necessitates the service of a special member of the staff to repel invaders and decide upon useful channels, and has led to the necessity of a budget system in which both the total amount of advertising and the amount which can be expended for each book are scheduled. This safeguard has its disadvantages in the fact that there isoften no contingent allowance for advertising books at special times or thru special mediums, to make the most of special opportunities. Of course, as a book sells and increases its returns, its appropriation for advertising is naturally increased, but here is another danger, especially connected with the "big seller," that in making or increasing a market the cost of advertising may meet or even outrun the profit on the book.

Bad advertising is that which in the endeavor to increase the sale of a book does this in a way that ultimately injures its sale by demoralizing the factors of book distribution. We cannot eat our cake and have it, too. Methods which might induce the book buyer to deal directly with the publisher instead of buying from the local bookseller, while they may serve for books which the regular trade is not expected to handle with success, are unwise in the case of books in which the retail book-trade is the chief channel of distribution.

Still more unwise is the scheme into which many publishers have recently been led by tempting offers of large display promotion, that is, of making combination offers in which a book, already a popular success, is offered in combination rate with the periodical at the price of the periodical itself or even below. This last is equally unwise for the book and periodical, because it discounts and depreciates the value of the periodical, also. Yet many publishers, in view of the apparent advantage of large advertising and large immediate sale for a book under this system have made it almost impossible for the local booksellers to stock up safely with future purchases of the book thus placed on the market which bookstore sales have put into the best seller class. The

local dealer either loses sales altogether or is confronted with a demand for cut prices, which the publisher has already fostered by this kind of advertising. If a reader can buy a $5 book and a $5 periodical for $5, why should he go to his bookseller to pay $5 for only half of what he is offered thru the periodical? The whole scheme of fair prices for books is broken down by methods like this and such methods work to the disadvantage of the publisher, because each by itself makes the success of the local booksellers more doubtful and retards the development of the book-trade thruout this big country to what it should be, to what, in fact, it is in other countries less favored than our own.

There is nothing that demands more careful study from the wise publisher than the problems of advertising, and no problems are more perplexing. It is so nearly impossible to check up the influence of any particular advertisement on any particular book that it is only by wise generalization that any standard of advertising values and advertising success can be worked out.

Books as News

THE increasing recognition of the place of books as news has been admirably stated in a recent editorial in the New York *Evening Post*. It may be still contended by some students of journalism that the publication of a new book has no more public interest than the coming into the market of a new style of shoe or a new weave of silk, but the public does not believe that, and the wise owners of newspapers who are endeavoring to build up and hold the clientele that counts are more than ever giving recognition to books and the material they bring to public attention. The following paragraphs are from the general editorial columns, and the italics giving emphasis to the passing of the old conditions are our own.

"On the heels of its reduction in price from threepence to three halfpence the London *Times* has substituted a daily page about books for its weekly column. It is a significant development. The *Manchester Guardian* has long managed to give space almost daily to book reviews or notes, as well as to a short story or literary essay, but then the *Guardian* does not publish a weekly literary supplement, and the *Times* publishes one of the ablest in the world. The *Westminster Gazette* as an evening paper recognized that books and literary chat were a proper part of the day's news. Every New Yorker has noted the recent emergence in two morning newspapers of columns divided daily, or almost daily, between books and the drama. In Chicago, so long impatient of literary features in journalism, the 'book page' burst into weekly bloom a few years ago, attracted wide attention, and is maintained in capable fashion by two journals. *The fact that books are news is being clearly established.* It is a fact that was long ago recognized by the *Evening Post*, of which since 1881 there have been few issues that have not contained reviews of books or chat about them, or both.

"Delane of the *Times*, according to A. Clutton-Brock, said two generations ago that new books were always news to him. Why has the press been so slow in acting upon the fact? Because the public was slow to believe it. Newspapers cannot be a 'complete picture of the world,' as the elder Bennett said they should be, but only a picture of that world in which their readers are interested. There are great American cities of half a million people in which the publication of a new book by Kipling, or any American author, would not be interesting news to any considerable portion of the newspaper readers. *The disappearance of this indifference to literary events, the growth of a desire to be informed betimes of what is passing in literary circles, is a happy phenomenon.* The issue of 'Uncle Tom's Cabin' was an occurrence of the first importance in American history; 'The Origin of Species' was one of the cardinal events of the last century."

The League of Nations Publications

CONSTABLE & Company, Ltd., London, publishers to the League of Nations, have issued a subject index to all the League's issues so far. The list arranges alphabetically the principal subjects with which the League has since its establishment been concerned and supplies a brief reference to the various League documents having bearing on this subject. The list is not exhaustive but should be practicable for libraries and students. A large part of these publications will, of course, be serials, as assemblies and committees register their own resolutions, and each successive assembly passes on to the Council and its committees, for the coming year tasks for their investigation and study.

Speech Takes New Wings

ONE question that has been very frequently brought forward when people are discussing the marvels of the radiotelephone and its spectacular development in the last few months as a popular home diversion, is, "where are the programs to come from in the future"? Some say that companies interested in the sale of material will naturally find ways to keep programs going while the interest is cumulative, but they will ask whether they will do this or do it well when the market may have come nearer the saturation point? Or, what is suggested as more likely, contributing talent may become less interested to make the trip to the broadcasting station when the novelty has worn off.

Radio differs very fundamentally from the phonograph because of the fact that there can be less choice in the program, and, altho people can listen in on different wave lengths, the programs are largely a common program for all. One suggestion has been that the communities will take the broadcasting over; in fact, an appropriation is now being considered by New York City for the establishment of an important station on a municipal basis. If any large number of citizens want radio programs, and undoubtedly they will, the city can certainly supply them with far less appropriation than would be required for such parallel entertainment as summer band concerts.

The question of addresses for the programs, that is, for the diversional programs as distinguished from the crop reports or other trade information, is a more difficult one. Undoubtedly many people who have contributed to the events so far will be satisfied with one experience in this novel field, and it may be increasingly difficult to get the right type of address. It should not be difficult to get music if the broadcasting stations, however supported, have funds to pay for it. When it comes to stars from the theaters, already there seem to be difficulties, and some of the managers of the New York theaters are putting in clauses in contracts with vaudeville people, stipulating that they shall not appear on radio programs. This is done with the belief that radio entertainment will supply diversion at the home rather than send people to the theaters for their amusement.

The point made by these managers is one that, if asked of the book publishers with regard to the appearance of authors, must logically have a very opposite reply. If the radio telephone is a development that will keep the family group at home, it cannot but be of benefit to the distributor of books, because it is at home that reading is done and not at the theaters, restaurants or concert auditoriums. Anything that serves to keep young and old in the living room satisfied with what the home provides is a movement that will increase the use of books. Not that a person will be listening to a program and reading a book at the same time, but it would be a mad devotee, indeed, who would spend two or three hours listening in and so have no time left in which to read.

When J. W. Hiltman, of Appleton's, President of the National Association of Book Publishers, was asked his opinion as to a publisher's attitude toward having authors appear in broadcasting programs, he gave emphatic approval, believing that it could not but do good to the cause of books, both in the way of welding the home circle, and, in a secondary way, in giving publicity to authors whose names might not be known to all of those within the listening radius. In bringing this before the Executive Committee of the Association, a similar opinion was reached, and Robert McLaughlin, Assistant Secretary at the Publishers' headquarters, was empowered to complete the arrangements with the Westinghouse Newark broadcasting station (WJZ), whereby the Association will work with that station to obtain authors to appear on certain evenings during each week for the next few months. Already many authors have appeared under various arrangements, and the bedtime story has become the most popular of all features on the regular announcements.

That the radio may have still further uses in popularizing the book movement was instanced in Religious Book Week, when not only was the Newark station used by the Committee to broadcast a talk on the subject of good reading on Sunday afternoon, but also from Indianapolis comes the report that in the interest of the same event, Rev. Frank S. C. Wicks of All Souls Church spoke over the local wires on the same subject.

It seems apparent that as long as the broadcasting stations are well conducted they will have support from publishers, book-trade and authors. The latter certainly have everything to gain in having their names become a familiar sound to widely scattered groups of people, for, as every publisher's sales manager and every retail book salesman will testify, there is increased likelihood of a book's coming to ready sale when the visitor to the bookshop knows something of the author or has at least become familiar with the name. It should also increase the author's value as a contributor to magazines for the same reason. Radio can be a valuable form of book publicity.

The Bookseller and the Radio Book

THERE have been many signs during the last few years that booksellers are increasingly desirous of finding a way to become more active in the sale of technical books and practical books on all subjects. This impulse has been partly from the success of the business book movement and largely from an increasing realization that the bookstore, if it is to take its full place in a community, should be prepared to cater completely to this important reading interest. With the coming of the radio interest and the keen desire for information on one of the most fascinating subjects that science has ever brought to the public's attention, there has come an unusual opportunity to develop this technical book interest, and the retailers have not been slow to take advantage of it.

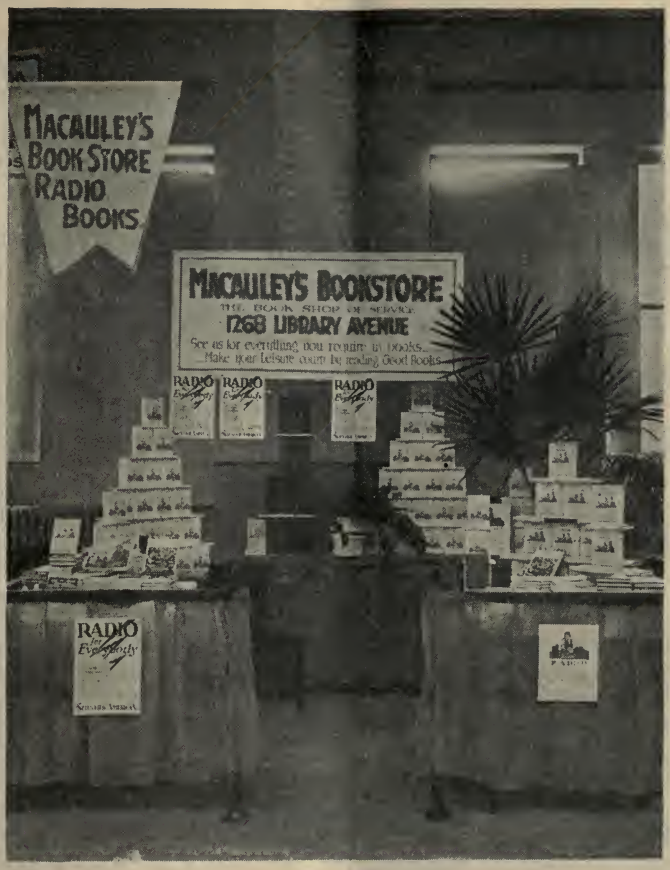
In Detroit, there has already been a special Radio Show which was held in the big General Motors Building, a show of such extent that over 100 radio producers were exhibiting their wares. In the show nothing was allowed to be sold except books and magazines, and Macauley Brothers arranged to have a special booth with a fine display of titles. They also prepared a list of a dozen or more titles which was called for to the extent of over 10,000 copies, and magazines were also sold and subscriptions taken. Mr. Macauley not only found the sales very gratifying but believes that the general publicity for the store as a place actively interested in technical books has been very beneficial.

Frank Shay's Bookshop in New York was prompt to fit into the radio selling field, and for a couple of weeks in April had a receiving set in the window so that people could come inside and listen to the afternoon or evening programs and be tempted to buy a book that would tell them how to set up their own instruments or to perfect their already begun equipment.

DISPLAY OF RADIO BOOKS AT THE DOUBLEDAY PAGE BOOKSHOP IN THE PENNSYLVANIA TERMINAL, NEW YORK CITY.

Doubleday, Page & Company have become interested not only as publishers, in which field they have started the most ambitious and well-edited magazine called *Radio Broadcaster*, but as retailers. The photograph of the Doubleday, Page display at the shop in the Pennsylvania Terminal Building proves this retailer's interest. A fully-equipped instrument was connected with the sale of books.

In each city and town, dealers in radio material will be glad to loan instruments and equipment for display, so that the store will be connected with the radio reader's interest.



BOOTH OF THE MACAULEY BROTHERS DISPLAYING RADIO BOOKS AT THE RADIO SHOW IN THE GENERAL MOTORS BUILDING, DETROIT.

The New Literature of Radio

A. B. C. of Radio, The. By Waldemar Kaempffert. Martin H. Ray, 25c and 40c.

A. B. C. of Vacuum Tubes Used in Radio Reception. By E. H. Lewis, Asso. I. R. E. Norman W. Henley, $1.

Amateur Radio. By Maurice J. Grainger. James A. McCann Co., 50c and $1.

Book of Wireless, The. By A. F. Collins. Harper, $1.10.

Calculation and Measurement of Inductance and Capacity. By W. H. Nottage. Wireless Press, 85c.

Construction of a Transatlantic Wireless Receiving Set. By L. G. Pacent, and T. S. Curtis. Everyday Mechanics, 35c.

Construction of New Type Trans-Atlantic Receiving Set. By M. B. Sleeper. Norman W. Henley, 75c.

Construction of Radiophone and Telegraph Receivers for Beginners. Norman W. Henley, 75c.

Continuous Wave Wireless Telegraphy. By B. Mittell. Isaac Pitman & Sons, 85c.

Design and Construction of Audion Amplifying Transformers. Experimenter Pub. Co., 25c.

Design Data for Radio Transmitters and Receivers. By M. B. Sleeper. Norman W. Henley, 75c.

Directive Wireless Telegraphy. By L. H. Walter. Isaac Pitman & Sons, 85c.

Easy Lessons in Wireless. By A. F. Collins. Theodore Audel, 50c.
Electric Oscillations and Electric Waves. By George W. Pierce. McGraw-Hill, $5.
Elementary Manual of Radiotelegraphy and Radiotelephony for Students and Operators. By J. A. Fleming. Longmans, $3.50.
Elementary Principles of Wireless Telegraphy, The. By R. D. Bangay. Wireless Press, $1.75.
Elements of Radiotelegraphy. By Ellery W. Stone. Van Nostrand, $2.50.
Experimental Wireless Construction. By A. P. Morgan. N. W. Henley, 35c.
Experimental Wireless Stations. By P. E. Edelman. Norman W. Henley, $3.
Guide to the Study of the Ionic Valve. By William D. Owen. Spon & Chamberlain, 85c.
Handbook of Technical Instruction for Wireless Telegraphists, The. By J. C. Hawkhead, and H. M. Dowsett. Wireless Press, $2.50.
Handbook of Wireless Telegraphy. By J. Erskine-Murray, Crosby Lockwood & Son, $4.50.
History of Wireless Telegraphy, A. By J. J. Fahie. Dodd, Mead & Co.
Home Radio, The: How To Make and Use It. By A. Hyatt Verrill. Harper & Bros., 75c.
How and Why of Radio Apparatus, The. By H. W. Secor. Experimenter Pub. Co., $1.75.
How to Become a Wireless Operator. By Charles B. Hayward. Wireless Press, $2.
How to Conduct A Radio Club. By E. E. Bucher. Wireless Press. 75c.
How to Make Commercial Type Apparatus. By M. B. Sleeper. Norman W. Henley, 75c.
How to Make Wireless Receiving Apparatus. By 20 Wireless Instructors. Experimenter Pub. Co., 35c.
How to Make Wireless Sending Apparatus. Experimenter Pub. Co., 35c.
How to Pass U. S. Government Wireless Examinations. By E. E. Bucher. Wireless Press, 75c.
Ionic Valve, Guide to the Study of. By William D. Owen. Isaac Pitman & Sons, 85c.
Manual of Radio Telegraphy and Telephony for the Use of Naval Electricians. By S. S. Robison. U. S. Naval Institute, $2.50.
Marine Wireless Pocket Book. By W. H. Marchant. Isaac Pitman & Sons, $1.75.
Modern Theory and Practice in Radio Communication. By G. D. Robinson, and P. L. Holland. U. S. Naval Institute, $3.
The New Science of Radio. By Donald Wilhelm. Doubleday, Page, $1.75.
1920 Year Book of Wireless Telegraphy and Telephony. Spon & Chamberlain, $3.75.
Operation of Wireless Telegraph Apparatus, The. By A. B. Cole. Cole & Morgan, 35c.
Operator's Wireless Telegraph and Telephone Handbook. By Victor H. Laughter. F. J. Drake, $1.
Oscillation Valve, The. By R. D. Bangay. Wireless Press, $2.75.
Pocket Dictionary of Technical Terms Used in Wireless Telegraphy. By Harold Ward. T. Audel, $1.
Practical Amateur Wireless Stations. By A. Andrew White. Wireless Press, 75c.
Practical Electrical Engineering. By Harry G. Cisin. Van Nostrand, $2.
Practical Measurements in Radio-Activity. By W. Makower, and H. Geiger. Wireless Press, $2.25.
Practical Uses of the Wave Meter in Wireless Telegraphy. By Major J. O. Mauborgne. McGraw-Hill, $1.
Practical Wireless Telegraphy. By Elmer E. Bucher. Wireless Press, $2.25.
Prepared Radio Measurements. By Ralph R. Batcher. Wireless Press. $2.
Principles of Electric Wave Telegraphy and Telephony, The. By J. A. Fleming. Longmans, $15.
Principles of Radio Communication. By J. H. Morecraft. Wiley, $7.50.
Principles of Radio-Telegraphy. By C. M. Jansky. McGraw-Hill, $2.50.
Principles of Wireless Telegraphy. By George W. Pierce. McGraw-Hill, $3.
Proceedings of the Institute of Radio Engineers, The. Engineering Societies, $6.
Radio, A Practical Manual with Questions and Answers. By John R. Irwin. Edward J. Clode, $1.
Radio Communication, Theory and Methods. By John Mills. McGraw-Hill, $1.75.
Radio Design Data. By M. B. Sleeper. Norman W. Henley, 75c.
Radio Engineering Principles. By Henry Lauer, and Harry L. Brown. McGraw-Hill, $3.50.

Radio for Amateurs. By A. Hyatt Verrill. Dodd, Mead, $2.

Radio for the Beginner. By Alfred Fowler. Alfred Fowler, $1.

Radio for Everybody. By Austin C. Lescarboura. Scientific American Pub. Co., $1.50.

Radio Hook-Ups. By M. B. Sleeper. Norman W. Henley, 75c.

Radio Instruments and Measurements. By Reprint of Bureau of Standards, Wash., D. C. Wireless Press, $1.75.

Radio-Phone Receiving. A Practical Book for Everybody. By Prof. John H. Morecroft, Prof. Michael I. Pupin, Alfred N. Goldsmith, Ph.D., Robert D. Gibson, E.E., Prof. Louis A. Haseltine, Prof. Erich Hausmann, Frank Canavaciol, E.E., Paul Hoernel, E.E., and John V. L. Hogan. D. Van Nostrand, $1.50.

Radio Questions and Answers on Government Examinations for Radio Operator's License. By Arthur R. Nilson. McGraw-Hill, $1.

Radio Receiving for Beginners. By Rhey T. Snodgrass and Victor F. Camp. Macmillan, 90c.

Radio-Telegraphic Time and Weather Signals Transmitted from the Eiffel Tower, and Their Reception. By Wireless Time Signals. Spon & Chamberlain, $2.

Radio-Telegraphist's Guide and Log-Book, The. By W. H. Marchant. Isaac Pitman & Sons, $1.75.

Radio Telephony. By Dr. A. N. Goldsmith. Wireless Press, $2.50.

Radio Telephony for Everyone. By Laurence M. Cockaday. Frederick A. Stokes, $1.50.

Radio Time Signal Receiver. By A. C. Lescarboura. Scientific American Pub. Co., 35c.

Radioactivity and Radioactive Substances. By J. Chadwick. Isaac Pitman & Sons, 85c.

Radiodynamics. By B. F. Miessner. Van Nostrand, $2.

Selected Studies in Elementary Physics. By E. Blake. Wireless Press, $2.

Short Course in Elementary Mathematics and Their Application to Wireless Telegraphy. By S. J. Willis. Wireless Press, $1.75.

Signalling. By Brown. Van Nostrand, $2.

Telegraphy, Telephony and Wireless. By J. Poole. Isaac Pitman and Sons, $1.

Telephone Without Wires. By P. R. Coursey. Wireless Press, $5.

Textbook on Wireless Telegraphy. By Rupert Stanley. Longmans, $5.

Thermionic Vacuum Tube and Its Applications, The. By H. J. Van Der Bijl. McGraw-Hill, $5.

Thermoionic Valve and Its Development in Radiotelegraphy and Telephony, The. By J. A. Fleming. Longmans, $4.

Useful Notes on Wireless Telegraphy. By H. E. Penrose. Everyday Mechanics, $2.

Vacuum Tubes in Wireless. By Elmer E. Bucher. Wireless Press, $2.25.

Wireless Course. By Gernsbach, Lescarboura and Secor. Experimenter Pub. Co., $1.75.

Wireless Experimenter's Manual. By Elmer E. Bucher. Wireless Press, $2.25.

Wireless Telegraphist's Pocket Book of Notes, Formulae and Calculations, The. By J. A. Fleming. Longmans, $3.

Wireless Telegraphy. By W. H. Marchant. Isaac Pitman & Sons, $2.25.

Wireless Telegraphy. By C. H. Sewall. Van Nostrand, $2.

Wireless Telegraphy. By J. Zenneck. McGraw-Hill, $5.

Wireless Telegraphy and Hertzian Waves. By S. R. Bottone. Pitman, $1.25.

Wireless Telegraphy and Telephone, First Principles, Present Practice and Testing. By H. M. Wodsett. Wireless Press, $3.50.

Wireless Telegraphy and Telephony. By W. H. Eccles. Wireless Press, $7.

Wirless Telegraphy and Telephony. By L. B. Turner. Cambridge University Press, $7.

Wireless Telegraphy and Telephony Popularly Explained. By W. W. Massie and C. R. Underhill. Van Nostrand, $1.

Wireless Telegraphy and Telephony Simply Explained. By Alfred P. Morgan. Norman W. Henley, $1.50.

Wireless Telegraphy and Telephony Without Wires. By Charles R. Gibson. Lippincott, $1.25.

Wireless Telegraphy with Special Reference to the Quenched-Spark System. By Bernard Leggett. E. P. Dutton & Co., $12.

Wireless Transmission of Photographs. By M. J. Martin. Wireless Press, $2.

The Children's Own Libraries

IN the recent developments in children's reading and the new realization of the importance of personal ownership of books, there has been a valuable emphasis given to the feeling of personal ownership by the development of the personal book-plate idea for children. Many artists have worked in this field, and several publishers of cards and children's material have produced attractive designs which were sold widely in bookstores and gift shops. Among those who have been particularly successful in meeting the child's taste in this matter John Martin is notable. He has now developed the idea still further into what might be called a manual of library building for children, an effort that may prove of real help, in the hands of the progressive bookseller, in increasing the number of children's home libraries.

The plan John Martin has developed for helping the children in library building is the issuing of a flat volume with board covers entitled "John Martin's Book-Plate Book." Each book contains sixty book plates of one design perforated so as to be easily taken out, and with space for the child's name. They are printed six to a page with an attractive book-mark filling out the sheet. The following poem by John Martin is a prelude to the book, and the title page bears the suggestion that the volume is intended "to inspire love and respect for worthy books and to be a guide in the wise selection of good books":

THE BOOK TREE

"A Book Tree is a Knowledge Tree,
As almost anyone can see.
Long, long ago its seed was sown;
For *years* and *years* the Tree has grown.
Ten thousand thousand Hearts and Heads
Have cared for it, so now it spreads
Its Roots and Branches far and wide,
And casts its shade on every side.
This Tree bears Fruit of different kinds
For many Hearts and many Minds.
So all you Children have to do
Is just to take what's *best* for you.
But no one ever soils or breaks
The Golden Fruits he *needs* and takes.
And no one ever bends or tears
The Books this Tree of Knowledge bears."

A four-page illustrated introduction is a personal letter in John Martin's best style to the child to interest him in the idea that books can be the best of friends. Following this is a page developing the book plate idea, showing how it increases the sense of personal ownership. Another page is called "The Building of the Library," which serves as an introduction to a two-page list of sixty books with blank spaces for the date when such volumes are acquired and from whom acquired. This book list is one made up by John Martin from his experience with children's reading and includes well-accepted classics that are in practically every bookshop.

ONE OF THE DESIGNS FOR A CHILD'S BOOK-PLATE PREPARED BY JOHN MARTIN.

Following this list are two pages listing sixty questions about books and authors, each one having to do with one of the books previously mentioned. These questions are intended to stimulate the children's interest in the books which he or she may not already know, such questions, for instance, as "In what book do you read of the 'great gray green Limpopo river'"? The final page gives instructions on the care of books, and the inside cover gives a list of other bookplate designs besides the one included in the volume which can be purchased. There are in all a dozen designs, each one of which has been tested out as being popular with the children.

The plan seems to be one that would be of real help in developing the home library idea, and for that reason deserves the special attention of booksellers who are building for permanent clientele.

Booksellers Have Notable Convention

IN its twenty-second annual convention, the American Booksellers Association has been meeting during the past week at Washington, with fair skies, varied and important program and very large attendance. The selection of Washington as a convention city had proved a drawing attraction, as had been forecast, and people came from long distances and in many cases brought their wives and families. The selection of the Hotel Washington for the meetings after the fire in the Willard proved a very happy one, as the quarters were admirable in their arrangements. The registration was rising to between 350 and 400, and a line of 560 people passed into the White House on the afternoon that the President received.

The election of officers on Wednesday afternoon proved an exciting occasion, as for the first time in many years a rival ticket was injected into the proceedings at the last moment. The ticket as elected was:

President: Simon L. Nye, S. Kann & Sons, Washington.

First Vice President: J. Joseph Estabrook, Hochschild, Kohn & Company, Baltimore.

Second Vice President: John T. Hotchkiss, J. K. Gill Company, Portland, Ore.

Third Vice President: A. Kroch, A. Kroch Inc., Chicago.

Secretary: Belle M. Walker, *The Bookseller and Stationer,* New York City.

Treasurer: John G. Kidd, Stewart Kidd Company, Cincinnati.

The reconstruction ticket, so-called, carried the same names for First Vice President and Treasurer as the nominating committee's list so that these were of necessity elected. The most spirited contest was over the office of Secretary, and Belle M. Walker was elected from the original ticket, a deserved rcognition of her exceptional services in the past year and of the importance of having a woman on the Board. Mr. Nye as President and the Second and Third Vice Presidents were elected over the regular ticket, which had consisted of Louis A. Keating for President, Josephine Watson of the Duluth Glass Block Store for Second Vice President and Seeley Conover of Amsterdam, New York for Third Vice President.

The names of the five additional members to the Honorary Fellowship were announced on Wednesday morning by the Chairman of the Fellowship Committee, and consisted of Charles A. Burkhardt of E. P. Dutton & Company, Walter S. Lewis of the Presbyterian Board of Publication, Louis A Keating of Womrath's Bookshop, Syracuse, Sidney Avery of Brentano's, Washington, and C. C. Parker of Los Angeles. The convention also elected two honorary members from outside the field of the book-trade: Thorvald Solberg, Register of Copyrights and R. R. Bowker, President of R. R. Bowker Company and Editor of the PUBLISHERS' WEEKLY.

The Year Round Bookselling Campaign figured prominently in the discussions, and a review of the work as it now stands was given on Monday by Frederic G. Melcher, Chairman of the Committee, and on Wednesday Ward Macauley, for the retailers, made a brilliant analysis of its possibilities for the bookseller.

The chief interest in addresses and in resolutions hinged around the whole subject of the maintenance of book prices. An extremely effective presentation of the whole subject was made in three important speeches on Tuesday, first by Charles E. Butler of the booksellers' Board of Trade, secondly by Joseph E. Davies and third by M. Clyde Kelly, sponsor in Congress for the Kelly Bill. The Convention passed a strong endorsement of the whole price standardization plan as embodied in the Kelly Bill and voted $100 for the Fair Trade League. In another form the question of price maintenance came to the front on the report from Ralph Wilson for the Board of Trade of the use of books as premiums. This discussion aroused much interest, and in the resolution finally passed it was decided to accept the suggestion made by Mr. Everitt of Doubleday, Page and Whitney Darrow of Scribner's that the booksellers instead of acting alone should arrange for a joint committee to go thoroly into the subject with the publishers in order to see all sides of the question. The fact that price-cutting in some department stores has increased was recognized in the carefully worded resolution which urged the publishers to review their attitude on this whole question and to do anything as individuals that they could to improve the situation.

Resolutions were also passed, drawing attention to the tariff and the copyright situation, and the Convention went on record as favoring the completely universal recognition of the third and five for the basic discount for not only travelers' orders but for mail orders.

Besides approving enthusiastically the Year Round Campaign, a resolution embodied the suggestion that the plan for an advertising campaign be again taken up. For the next Convention, Detroit was decided upon.

Beside the White House reception the social features included a Colonial Dance, a moonlight sail and a trip to Arlington and Mt. Vernon.

The Copyright Status in Canada

THE subject of copyright has been revived in the Canadian Parliament by the appearance on the order paper of the House of Commons of the following notice of motion, presented by Fernand Rinfret, M.P., editor of *Le Canada*, Montreal, and a prominent French-Canadian man of letters:

"Whereas no law in force at present in Canada protects the rights of musical composers against the mechanical reproduction of their works by phonograph or otherwise;

"And whereas Parliament adopted last year, while postponing promulgation, a general law on Copyright, protecting to a certain extent the rights of said composers;

"And whereas on the other hand the delay in enforcing the Copyright Act, 1921, is due to difference of opinion on the clauses relating to the licenses of reprinting literary works which have no connection with musical works, this House is of the opinion that the Copyright Act of 1921 should be enforced immediately by dropping out the clauses thirteen, fourteen, fifteen and twenty-seven in regard to licenses."

It will be recalled that the Copyright Act, passed by the House of Commons on May 25th, 1921, contained somewhat novel provisions under which any person might apply for a license to print and publish in Canada any book wherein copyright subsisted, if at any time after publication and within the duration of the copyright the owner of the copyright either failed (a) to print the said book or cause the same to be printed in Canada, or (b) to supply by means of copies so printed the reasonable demands of the Canadian market for such book. Certain regulations covering the granting of such licenses to print were written into the Act. (Sections 13, 14, 15 and 27.)

In spite of the opposition of publishers and authors, the bill was passed with the licensing clauses included. There was a disposition on the part of the Government, however, not to put the act in force until some assurance was secured that its terms did not conflict with the requirements of the Berne Convention, the general feeling being that Canada should associate itself with the other nations which were signatories of the Convention. The fact that the Act has not yet been promulgated is evidence that the international copyright authorities do not regard its provisions with favor.

While Mr. Rinfret's resolution is nominally in the interests of musical composers, its adoption and the subsequent promulgation of the act in its amended form would wipe out the principal features to which Canadian authors and publishers have taken exception. Copyright would subsist in Canada in every original literary, dramatic, musical and artistic work, if the author was at the date of making the work a British subject or a citizen or subject of any foreign country adhering to the Berne Convention. It would also subsist in the works of authors of countries outside the Berne Convention, provided the latter undertook by treaty, convention, agreement or law, to give citizens of Canada the benefit of copyright on substantially the same basis as to their own citizens or substantially equal to that conferred by the Canadian act. There would be no printing condition.

Since the act of 1921 was passed, a new government has come into power in Canada, and when the Canadian Authors' Association held its annual meeting recently at Ottawa, advantage was taken of the occasion to wait on members of the ministry and lay before them the authors' objections to the act in its present form. To a certain extent Mr. Rinfret's resolution is a result of the representations made at that time. W. A. C.

Canadian Authors' Meeting

THE annual convention of the Canadian Authors' Association was held in Ottawa the last week in April, and J. Murray Gibbon of Montreal was unanimously re-elected President. Lady Byng of Vimy was elected to honorary presidency. The two days' session attracted authors, writers and editors from all parts of Canada. A banquet was held April 29th at Chateau Laurier.

Among the resolutions endorsed was one asking the government for a grant of $5000 each year for the most significant literary work by a Canadian domiciled and resident in Canada. The editor of *McLean's Magazine*, J. Vernon Mackenzie, and the Secretary of the Association, B. K. Sandwell, sponsored a resolution asking the government to consider placing a tariff on all advertising matter carried in foreign magazines that are imported into the Dominion. They favored this as protection for the publishing and printing industries of Canada.

Among the speakers were Sir George Foster, who prophesied that the radio would vitally affect the world of letters; Hugh Eayrs, President of the Macmillan Company of Canada, who spoke for the publishers, and Paul Emile Naggiar spoke for French literature. B. K. Sandwell of Montreal was re-elected Secretary and Dr. G. R. Lomer of McGill University, Montreal, Treasurer.

THE JOHN NEWBERY MEDAL TO BE PRESENTED EACH YEAR BY THE CHILDREN'S LIBRARIANS' SECTION OF THE AMERICAN LIBRARY ASSOCIATION FOR THE MOST DISTINGUISHED CONTRIBUTION TO AMERICAN LITERATURE FOR CHILDREN PRODUCED WITHIN THE PRECEDING YEAR

The John Newbery Medal

THE first presentation of the John Newbery Medal for the most distinguished contribution to American literature for children will be made at the Tuesday session of the American Library Association Convention, at Detroit, on June 27th. The medal has been modelled by René P. Chambellan and is now being cast into bronze. The name of the author will be engraved each year upon the reverse of the medal.

The inception of this plan for a dignified tribute to American authorship came at the Children's Librarians' Section of the Swampscott Conference last year. These sessions were giving very general attention to all the different channels thru which better books could be made to reach children, not only thru libraries but thru the schools and thru home ownership, and Clara Whitehill Hunt especially emphasized in her address the importance of the librarian with special training giving credit when credit was due to the current publications. It occurred to Frederic G. Melcher, also one of the speakers, that there might be some way devised whereby just this sort of credit to living authors could be given and given by this very group of children's librarians, who, because of their broad examination of book production and their constant contact with the children themselves, would be better able than any other jury to judge of the real merits of current books. With the permission of the Chairman of the Children's Librarians' Section, Alice I. Hazeltine, Mr. Melcher presented such a plan to the business session, and the idea was turned over for discussion and development to the new Committee then elected, with Clara Whitehill Hunt as Chairman.

The proposal was that the Children's Section should undertake each year to award a medal to the author of the most distinguished book written for the children of any age during the previous calendar year. It was planned that the machinery for such selection could be made simple and effective and that the operation of this election could be comfortably carried out between January and the time of the annual convention, when the announcement could properly be made. Such an award would take its place beside the well-known annual awards already established for dramatists, novelists, poets and historians and give support to authors by attracting more public attention to the best work. It would also give encouragement to the authors to give of their best in imagination and literary power to contributions for children's literature, a department of literature that can stand confidently alongside other branches of literature in influence and importance.

Mr. Melcher volunteered to supply a suitable bronze medal, and he suggested that the medal be called the "John Newbery Medal" in honor of the famous old London bookseller of the eighteenth century, who was probably the first publisher or bookseller to give specific attention to the reading interests of children. It was John Newbery who persuaded Oliver Goldsmith to write "Goody Two-Shoes," and

he is himself pictured by Goldsmith's inimitable pen in the pages of "The Vicar of Wakefield."

After the plan had been thoroly discussed by the Committee of the Children's Section of the American Library Association and accepted, Rene P. Chambellan was commissioned to design the medal, of which a photograph of the modeling is reproduced herewith. Mr. Chambellan is a young American who was a successful student at the Beaux Arts Sculpture Academy and the Architectural League of New York. After seeing service, he was assigned during convalescence to be instructor in modeling at the A. E. F. Art Center at Bellevue under the direction of the late Solon H. Borglum and with him worked on the dedication panel of the Pershing Stadium at Vincennes. He has done work on many public buildings and recently produced a series of large sculptural panels for the Russell Sage Foundation Building.

Mr. Chambellan has produced an admirable piece of lettering for the text side of the medal, and for the face a group of figures representing the purpose of the award, that of the gift of a work of imagination and power to the children.

Books of the Month

Best Sellers Last Month

Compiled and arranged in the order of their popularity from exclusive reports of leading booksellers in every section of the country.

FICTION

If Winter Comes. By A. S. M. Hutchinson. *Little, Brown.*

The Head of the House of Coombe. By Frances Hodgson Burnett. *Stokes.*

Saint Teresa. By Henry Sydnor Harrison. *Houghton, Mifflin.*

The Great Prince Shan. By E. Phillips Oppenheim. *Little, Brown.*

Maria Chapdelaine. By Louis Hémon. *Macmillan.*

The Beautiful and Damned. By F. Scott Fitzgerald. *Scribner.*

Cytherea. By Joseph Hergesheimer. *Knopf.*

Simon Called Peter. By Robert Keable. *Dutton.*

The Sheik. By Edith M. Hull. *Small, Maynard.*

Brass. By Charles G. Norris. *Dutton.*

Lucretia Lombard. By Kathleen Norris. *Doubleday.*

The Vanishing Point. By Coningsby Dawson. *Cosmopolitan Book Corporation.*

NON-FICTION

The Outline of History. By H. G. Wells. *Macmillan.*

Diet and Health. By L. H. Peters. *Reilly.*

Story of Mankind. By Hendrik Van Loon. *Boni.*

Painted Windows. Anonymous. *Putnam.*

Outwitting Our Nerves. By Jackson and Salisbury. *Century.*

Americanization of Edward Bok. By Edward Bok. *Scribner.*

The Mind in the Making. By James Harvey Robinson. *Harper.*

Parody Outline of History. By Donald Ogden Stewart. *Doran.*

My Memories of Eighty Years. By Chauncey M. Depew. *Scribner.*

Queen Victoria. By Lytton Strachey. *Harcourt.*

Mirrors of Washington. Anonymous. *Putnam.*

Mirrors of Downing Street. Anonymous. *Putnam.*

The Atlantic Bookshelf

THE notable new books which have been placed upon the *Atlantic Monthly's* Bookshelf and so are reviewed in the May number are:

Memoirs of a Midget. By Walter de la Mare. *Knopf.*

Young Boswell. By Chauncey B. Tinker. *Atlantic Monthly Press.*

Mr. Prohack. By Arnold Bennett. *Doran.*

The Mind in the Making. By James Harvey Robinson. *Harper.*

Harlequin and Columbine. By Booth Tarkington. *Doubleday.*

The Theatre of Tomorrow. By Kenneth MacGowan. *Boni & Liveright.*

Books in Demand at the Public Library

THE May number of the *Bookman* shows that the following were the most popular books at the public libraries during the month of March:

FICTION

If Winter Comes. By A. S. M. Hutchinson. *Little, Brown.*

To the Last Man. By Zane Grey. *Harper.*

Helen of the Old House. By Harold Bell Wright. *Appleton.*

Her Father's Daughter. By Gene Stratton-Porter. *Doubleday.*

Brass. By Charles G. Norris. *Dutton.*

Main Street. By Sinclair Lewis. *Harcourt.*

The Pride of Palomar. By Peter B. Kyne. *Cosmopolitan.*

The Brimming Cup. By Dorothy Canfield. *Harcourt.*

The Head of the House of Coombe. By Frances Hodgson Burnett. *Stokes.*

Three Soldiers. By John Dos Passos. *Doran.*

GENERAL

The Outline of History. By H. G. Wells. *Macmillan.*

Queen Victoria. By Lytton Strachey. *Harcourt.*

The Mirrors of Washington. Anonymous. *Putnam.*

The Americanization of Edward Bok. By Edward Bok. *Scribner.*

The Mirrors of Downing Street. Anonymous. *Putnam.*

Woodrow Wilson As I Know Him. By Joseph P. Tumulty. *Doubleday.*

Margot Asquith: An Autobiography. By Margot Asquith. *Doran.*

White Shadows in the South Seas. By Frederick OBrien. *Century.*

The Story of Mankind. By HendrikVan Loon. *Boni & Liveright.*

Mystic Isles of the South Seas. By Frederick O'Brien. *Century.*

The Best Twenty-five for School Bookshelves

ONE of the most interesting and significant efforts that have been launched by the American Library Association this year is the plan for the making up of a list of the best twenty-five books for a one-room country school. If the movement to have school libraries is to spread from the high schools down thru the graded schools even to the smallest unit of the American education system, there is need of some guidance so that any teacher may set before a school board. the children or an interested donor a brief list of what would be a worthwhile bookshelf representing the very best judgment of experienced librarians.

To select such a list, a ballot will be taken at the American Library Association conference in Detroit the last of June, and a similar ballot at the meeting of the National Education Association in Boston the following week. The former ballot will be in charge of Marion Horton, Chairman of the School Library Section of the A. L. A., and the ballot at Boston will be in charge of Dr. Sherman Williams, Chairman of the Library Department of the N. E. A.

A printed list of about 100 possible titles will be put on the ballot so that those voting will have a guide list in marking their twenty-five, and there will be blanks for other suggestions. The list is specifically not to include the Bible, a dictionary, encyclopedia or textbooks, but such other books as are suitable for the general reading of the children. The wide reprinting of such a list can do a tremendous amount of good. and all the agencies of book distribution can help by bringing the list to the attention of those who buy the books for schools or who might be induced to present them to the schools.

The Fight for Book Standardization

THE book-trade by this time has become well aware of how brisk a fight is being put up thru the book-trade in support of the Kelly Bill on price standardization. Charles E. Butler of Brentano's, leader in so many important trade movements, has left no stone unturned to get the full weight of the trade behind the Bill at this juncture. Every bookseller has been asked to take the matter up with his congressman by wire.

Other trade associations have been made aware that the book-trade is taking this active stand and have been asked to put forth their further pressure at this time. Lists of congressmen and senators have been sent to the different fields, and blanks for mail protests and concrete suggestions for telegrams have been supplied broadcast. The road to progress in this line is difficult and has extended over many years, but it is worth while reading at this time the well based opinion of such a jurist as Justice Brandeis or such a great decision as that rendered in the Supreme Court of Washington in 1913.

Judge Brandeis said:

"The Stephens Bill is a bill to prevent monopoly; to prevent it by preventing cut-throat competition. Monopoly is the natural outcome of cut-throat competition.

"Retailers the country over have been finding out that price-cutting is one of the causes of dwindling success.

"Standard prices tend to create competition. If you have fair competition and an open field, that which is best and cheapest will win. There cannot be such a thing as oppressive price in a competitive article. The Stephens Bill would tend to reduce the cost of living, because it encourages free competition."

"When a trade-marked article is advertised to be sold at less than the standard price, it is generally done to attract persons to the particular store by the offer of an obviously extraordinary bargain.

"Americans should be under no illusion as to the value or effect of price-cutting. It has been the most potent weapon of monopoly and means of killing the small rival to which the trusts have resorted most frequently. It is so simple, so effective."

The decision of the Supreme Court at Washington was:

"The true competition is between rival articles, a competition in excellence, which can never be maintained if, thru the perfidy of the retailer who cuts prices for his own ulterior purposes, the manufacturer is forced to compete in prices with goods of his own production while the retailer recoups his losses on the cut price by the sale of other articles at or above their reasonable prices.

"It is a fallacy to assume that the price-cutter pockets the loss. The public makes it up on other purchases."

Reminiscences of a Book Scout

By Joseph Jewett Barton

IX. "And Nobody Murdered"

ONCE upon a time I was part of a soulless or Godless, or whatever it is they call them, corporation.

We owned a couple of counties in a far western state and we mined coal. In trying to add largely to our production we introduced machines in some of the mines, at an expense of over half a million dollars. Naturally, the miners all struck, and we were in a nice mess.

One day the President sent for me, and when I got into his private office, he produced a big roll of bills and said: "Have you got a gun," and I had, "You go over to B—— and get a train load of niggers and bring them here."

Sounds simple and ordinary, doesn't it, when you read it? Just like that: go over to B—— and get a train load of niggers.

I looked the boss straight in the eye, but failed to find any signs of mirth and laughter. He asked if I was afraid. I was quite some younger then, and I told him "No."

I left the office and walked down Main Street toward home to get my grip and tell the folks I was going on a vacation, to Chicago or Denver or somewhere, just to change the monotony of life in a dull town. The sun was deliciously warm and the weather ideal after a long hard spring, and I reflected that now the flowers were cheaper, and the ground wasn't so awfully soggy and cold. Suppose the boss had wanted those niggers a month or six weeks ago.

My wife had acquired a new hat that surpassed any of her previous efforts, and when I met her coming up the street it struck me what a beautiful woman she was, and I wondered if she would marry again.

My coadjutor and guide was a nigger preacher, who was a sort of popular idol among his race. He was expected to go among his people or act thru another preacher in B—— and spread the glad tidings of more days to work and higher pay.

B—— was a tough mining town belonging to a rival coal company. The mayor, police force and local magistrate were all black, face and soul, and owned by the company; and for an agent of another company to come in there and steal its men, was decidedly unhealthy.

According to arrangement we traveled separately and arrived at B—— after nightfall. I had an appointment at midnight at the local preacher's house to discuss prospects and plan a campaign.

It was a very neat and comfortable little cottage, and I'll wager that the old dark brown mammy who let me in, was *some* cook. Those old-time, born in slavery darkies have an ample, well-fed, motherly appearance that I delight in.

At this time, besides being a coal digger, I was a collector of first editions, and had quite a decent lot; I also had some small knowledge of Americana.

Over in one corner of the room where the Board of Strategy was in session, was one of those ridiculously named things called a "Whatnot." Even in the dim light from a "coal-oil" lamp I could see the tooled gilt on a rich old seal brown calf binding. What do the commercial affairs of a few railroad kings or mere coal barons amount to, when one has an admiration for the artistic and the beautiful, particularly in books.

So I let Henry and John make their own plans for the morrow, while I inspected the library. When I opened one of the volumes and saw a book-plate, I at once understood how such books happened to be in John's possession. John was born a slave and belonged to the Richardson family, and was brought up as a house boy and as companion to the late Judge. He had good manners, had read extensively, wrote a fine hand and was exceptionally intelligent. When I afterward got to know him very well, he told me that the family had taken a great interest in him, and when the Judge, to be, left home for college, he secured books and tried to keep up with his foster-brother, and during vacation the Judge explained the hard places, and urged him onward.

John didn't want to sell any of the books, and I didn't urge him very strongly, as I understood and respected his motives; but he said if I would get him a nice Bible, with large type and illustrations, he would let me have "The Personal Narrative of James O. Pattie, edited by Timothy Flint, Cinn., 1833," and the "History of the Late War (of 1812) in the Western Country, by Robert B. McAfee, Lexington, Kentucky, 1816." He was not particularly interested in these items.

Anybody would be very glad to accept such an offer, and I wish somebody would make a similar one, tomorrow.

In the course of a few days we had rounded up a good crowd of digging niggers, got them out of town by ones and twos in the middle of the night, to the next railroad station, loaded them on a train and reached home safely with only a few desertions.

Quite a successful *vacation*—two fine books, a good bunch of diggers and nobody murdered.

A Ladder Library

WHILE booksellers have been developing special sections for their children's books or separate rooms, it has been found that good display is not enough, nor is it completely adequate that there should be at hand a trained manager for the department. Visitors to a juvenile department like to browse around, and methods of making self-selection easy are valuable in increasing the total sales.

The Macmillan Company has just begun a new experiment to aid the dealer in this field, and is supplying a most interesting display case in the form of a ladder. Each step of the ladder is labeled with the age of the child to whom books thereon are suited, and on the six shelves the ages run, by steps of two, from four years to fifteen. For this ladder a suggestive list of books in a catalog is sent out that gives much valuable information to the salesmen so that the books may be properly talked about when the sale is begun. The special value of such a case is that the parent can choose the right book for Tom, Dick or Harriet without the fear that it was intended for some other age of child. The ladder thus becomes a silent salesman to reinforce the other methods of approach.

The display also gives concrete testimony to the parent that there are books suitable for each age and that a child's library should never be allowed to stop growing. The development of this idea has been in charge of R. I. Garton, who has recently come to Macmillan from the educational field, and in one of his publicity letters to the bookseller he sends the following rhymed description of the plan:

"When salesgirls are weary
Of each mother's query,
The problem will soon solve itself.
Of books for each age
There is a full page,
In Macmillan's new "Ladder Bookshelf."

If business is slow
And you want it to go
Why not let me help and give aid?
I have a good plan
For every bookman
So just write me and you'll be repaid."

Supporting the Health Program

IN a list of ten essentials necessary for the improved health of children in rural schools, Thomas D. Wood, Chairman of the Joint Committee on Health Problems of the National Education Association and the American Medical Association, lists:

"The organization and cooperation of the home and the school and of interested people and societies to insure to all children th essentials of health and general well-being."

In such work in the community the bookstore carrying an adequate and carefully selected group of health books, both for children and adults, can play a real part. Most families will be glad of suggestions of the proper titles, and a home library that contains a half dozen books on the different subjects will be a library of increased service to its owners.

The Next Issue
May, 20th
CONVENTION
NUMBER
Full Reports of All
Sessions and Activities
Extra Copies 15cents each

Half Century of the Trade List Annual

Story of the Development of This Famous Book-Trade Tool

AS the year 1922 will see the fiftieth publication of the "Publishers' Trade List Annual," the book-trade of this generation may be interested in the story of the beginnings of the little "green pig," as it is descriptively dubbed in many bookshops. "Green Pig," by the way, is a derivative of the "guinea pig," the pet name given in England many years ago to Henry Bohn's "Catalog of Standard Books," a fat volume in popular use, that sold for a guinea a copy.

Prior to 1873 there were several attempts made to gather into a single volume and thus standardize the price-lists of American book publishers. In 1867 Howard Challen of Philadelphia, an enthusiastic devisor of trade tools, issued a "Uniform Trade List Circular," planned for the "benefit of publishers, booksellers, newsdealers and stationers and every branch of trade connected with these interests." The publishers' lists in the volume were wholly set up by Mr. Challen, and, while these were arranged in alphabetical order, the volume contained only 323 pages and proved of little practical value inasmuch as catalogs of many prominent houses were missing. Some of the best known publishers contributed only lists of their new books of the previous year, while the minor concerns contributed their complete trade lists.

In 1869 the same publisher branched out heroically and named his book "The Publishers' and Stationers' Trade List Directory," in which were included the complete catalogs of nearly all the leading houses, the total number of pages in the catalog section being 850, to which were added 50 pages devoted to advertisement of stationery and allied lines.

In 1871 the Challen idea, having proved a financial failure, was taken up by Frederick Leypoldt, the founder of the PUBLISHERS' WEEKLY, who prepared the "Trade Circular Annual," which, in addition to publishers' price-lists, included the "American Catalog of Books," published in the United States during the year 1870. The plan of having each publisher print the required number of his catalog for inclusion, thus simplifying the details and reducing the cost, proved the practical method of transforming Mr. Challen's unsuccessful scheme into a practicable and permanent one. This Annual contained also an alphabetical list of nearly 800 articles "suitable for sale in the book, stationery, music and fancy goods stores," thus aiming to cover a wide field not represented by trade reference books in that day.

In 1873 the first issue of the present standardized "Trade List Annual" made its appearance, and the price-lists showed a reasonable adherence to uniformity, a few only showing "a rivulet of print in a meadow of margin." Before the era of uniform catalogs each publisher followed his own idea. Some lists were in miniature size to fit an ordinary envelope, and the shapes ranged all the way up to a quarto sheet.

The exact title of the 1873 and 1874 volumes was the "Uniform Trade List Annual," but in 1875 it was changed to the "Publishers' Trade List Annual." A copy of the issue of 1873 in the office of the PUBLISHERS' WEEKLY is stamped in gold on the cover "Presented by Dodd & Mead, 762 Broadway, New York." At the low price at which it was sold the bookseller could afford to buy a quantity and present copies to his best customers. Dodd, Mead & Co., were retailers of books as well as publishers when the Trade List Annual of 1873 was issued.

During the seventies each "Annual" contained the "American Catalog of Books" for the previous year or the Educational Catalog, but as these catalogs grew in size they were eventually dropped. In 1902 an extensive index by author, title and subject to all catalogs was undertaken, and published as a separate volume. Supplementary indexes were also printed in 1903 and 1904, but none has been issued since.

The first Trade List Annual (1873) contained 101 contributed catalogs, and 38 smaller price-lists in the supplementary section, a total of 139, while the latest Annual (1921) has 122 publishers in the catalog section and 150 brief lists. Further contrasting the two issues, 1873 was 2¾ inches thick with approximately 2,000 pages, while the 1921 volume bulks 7¼ inches, with about 6,000 pages.

It is interesting to note that the English "Reference Catalog of Current Literature," containing publishers' catalogs, started in 1875, two years after the "Publishers' Trade List Annual." It has, however, been issued at irregular periods, ranging from three to seven years. While many of the earlier issues came at four year intervals, the war created a gap of seven years between the latest two issues, the current one being dated 1920, while the previous was dated 1913.

Current Clippings

DOROTHY PARKER, whose "Hymns of Hate" and humorous contributions to *Life* and other periodicals are so well known, is preparing a burlesque book on etiquette to be published by Putnam. It treats of society in general and letter writing in particular—invitations, "thank-you letters," and the like. The title is "R.S.V.P."

LECTURERS whose appearance on the local platforms in the fall is likely to stimulate interest in books are Gilbert K. Chesterton, who will be in America again next season; John Drinkwater and Edwin Markham, who, besides readings from his own works, has a lecture on "Plain Talks on Poetry."

WHEN there was a rumor in 1912 in the press that gold had been found in the Arctic Islands, three expeditions were sent out to hunt for treasure, one from Newfoundland, one from Montreal and a third from Quebec. The story of this third expedition is told by Alfred Tremblay in "The Cruise of the Minnie Maud" recently published by the Arctic Exchange and Publishing Limited, Quebec.

THE FIRST of a series of economic handbooks, under the editorship of J. M. Keynes, has just been published by Harcourt, Brace and Company. This first volume is "Money" by D. H. Robinson, Fellow of Trinity College, Cambridge. It will be followed almost at once by "Supply and Demand" by H. D. Henderson, Lecturer in Economics, Cambridge University.

THE "Autobiography of the Countess Tolstoy" which tells of her life with Count Tolstoy and of the much discussed and disputed relations, especially in the matter of his conversion, or reversion, to the peasant life, will be published serially in *The Freeman* and then in book form by Huebsch.

A NEW TYPE of book column has been developed by Mr. Weber of the Philadelphia *Record* book page, which is carrying regularly each week an illustrated book talk headed "Among the Bookshops." Mr. Weber travels around among Philadelphia's bookstores and picks up his ideas as to what is selling and what should be commented on by the news he finds in the different stores. This gives local touch to the book news and also places the emphasis on the titles that are actually attracting attention in Philadelphia. He does not wait for this news to come to him, but digs it out from friends in the various shops.

Relief for "Hard Readers"

THE "hard reader" referred to in this case is not the reader of books, but it is the name customarily used in the post office for the group of experts who sift the imperfectly addressed mail and whose knowledge of firms and advertisers is so extensive that they can send hundreds of letters with faulty addresses on their way which would otherwise go to the dead letter office or to the "directory service" staff.

The government, in a Postal Improvement Week, May 1st-6th, has been endeavoring to get the public's ear on this whole question of inefficient addressing, so that the staff of "hard readers" and "directory service" readers may be relieved somewhat in their labors. In New York alone the special service costs $500 a day. In Chicago 10,000,000 pieces are given addresses annually and in Boston 5,000,000 pieces. Most of this incomplete addressing is the result of business office laziness, or, as the Postmaster says, "Not knowing the address, they think of the portrait on the 2c stamp and make up their minds to 'let George do it.'" This carelessness means post office trouble, and delays, which the senders often erroneously blame to the post office and its supposed habit of careless operation.

Besides asking for greater care in addressing, the post office makes a just plea for a greater use of "cards" on the outside of all envelopes. Many people who insist on this on their business correspondence do not take equal care on their personal correspondence, and the result is that thousands of pieces go to the dead letter office. In fact, 20,000,000 letters are handled in the dead letter office in Washington in a single year, none of which need have gone there if there had been a sender's address in the corner or on the back. Other causes of post office trouble are careless weighing, guessing at postage, putting the mail in second-class that belongs in third or fourth-class, while a little care would serve all delay.

At one other point the post offices, especially of the large cities, deserve all the support possible, and that is on the subject of early mailing. At present, the major part of the force of these city offices is a night force, necessitated because of the practice of putting almost the entire business mail into the boxes at night. This is largely a matter of habit, and a little planning in the business office would relieve a pressure that would greatly expedite deliveries and train connections. The post office is doing well to seek out the public and keep its difficulties before it, as only by reasonable co-operation can constructive gains be made.

The Paper Situation

THE union of workmen in the paper mills is still in negotiation with the employers with regard to the threatened decrease. The decision will not be reached till the middle of the month. This wage difficulty does not affect the mills where book paper is made, which, with but few exceptions, are open shop. The International Paper Company, among the newspaper mills, is also open shop, but the others in this field are unionized.

American Paper Production

VERY full statistics on paper production over ten years have just been tabulated for the last number of the *Paper Trade Journal*. These figures show that the total value of all papers as manufactured in the United States has risen from $267,000,000 in 1909 to $788,000,000 in 1919. The totals for book paper are of special interest in the trade, altho, of course, but a fraction of the paper classed as book paper is used in the publication of books, the government estimate a few years ago being that this figure would be between 5% and 6% of the total. The large consumption of book paper rests with the periodicals and the job press.

Book Paper Production

	1914	1919
Total of plain finish	786,626 tons	818,820 tons
Total of coated	117,342 tons	132,454 tons
Total of binders, trunk and press board	61,453 tons	43,091 tons
Total of chip board	.....	695,963 tons

This latter item was in the 1914 figures grouped with many other types, and figures cannot be given.

If the government's estimate of the percentage of book paper used for books is correct, there would have been used in that year of 1919, about 100,000,000 lbs. of plain finished papers in books with perhaps 20% more in coated papers. This estimate would seem to tally fairly well with the best estimates of book manufacturing totals in the United States.

Printing Production in New York

THE last monthly report from the Industrial Commission of the State of New York indicated that in the Printing and Book-Making section of New York State industry there are 4% more employees than in June 1914, and a 93% increase in wage. For the month of February there were 4.3% less men at work than the previous year and 4.3% less pay roll. Most of this loss has occurred since the first of January, 1922.

Can Subscription Publishers Collect?

THE Appellate Court of Chicago has given an important ruling in connection with a suit of R. B. Higbee, purchaser of a set of the "Encyclopedia Britannica," against Sears Roebuck & Company, which will greatly affect the condition of mail order bookselling unless the case is appealed and another decision reached.

Mr. Higbee is a real estate broker in Chicago, and purchased a set of the "Encyclopedia" at $82, paying at the rate of $5 a month. He finally refused to continue payments when a disagreement arose between him and Sears Roebuck & Company as to the amount paid. The attorneys for the mail order house obtained judgment against Higbee for the balance due, but later had this judgment vacated and obtained a writ of replevin. The set of books was then seized over Higbee's protest, and he stood to lose the money already paid on the contract. A lower court rendered a decision in favor of Sears Roebuck & Company, but the higher court has now reversed this decision. This ruling would protect the purchaser of goods on any part payment plan from having the goods replevined by the publisher and the purchase money so far paid on the contract kept.

New England Caravan For Sale

THE Women's National Educational and Industrial Union of Boston, which, thru its Bookshop for Boys and Girls, has conducted the Book Caravan for the past two years, has decided not to put it on the read this summer, and the Caravan is for sale. The truck was remarkably well planned for its purpose, and some other book agency may be interested to buy it and keep it to its important task of bringing books to widespread communities.

Those Who Reach the Masses

THE amount of newspaper attention given to the death of "Nick Carter" emphasizes again the desire of people to give credit to those who can really reach the masses in any of the forms of literary or dramatic expression An interesting comparison between the fame of "Nick Carter" and that of Charlie Chaplin has been pointed out in an editorial in the New York *Evening Post*, which correctly says that the emphasis on these men may be in large measure a passionate desire on the part of the intellectual to identify himself with common humanity.

Changes in Price

BARSE & HOPKINS

Famous Americans Series, ten volumes, cloth edition, change from $1.25 per volume to $1.00 per volume.

Communications

A CORRECTION

May 9th, 1922.

Editor, PUBLISHERS WEEKLY:

In the article on the proposed reorganization of Harper & Brothers, printed in your issue of May 6th, two errors of statement appear which are of such importance that we feel sure you will be glad to correct them.

You speak of certain changes that began with the selling of our subscription book business to the P. F. Collier & Son Company nine months ago.

We have not sold our subscription book business and have no intention of doing so. Our relation with the Collier company is practically the same as that which exists between ourselves and Grosset & Dunlap and with the A. L. Burt Company.

The P. F. Collier & Son Company pay us a royalty on every set of subscription books printed from our plates. We have made them the exclusive sales agents of our many subscription sets. The move was one made in the interests of efficiency and economy for both companies. The P. F. Collier & Son Company have no relations with our authors and operate under our contracts.

The second error in your article is your statement that the Morgan interests have taken over the Harper real estate at Franklin Square.

This also is untrue. We own the real estate and buildings and shall continue to occupy our present offices until such time as our new uptown quarters shall be ready for us. What disposition will be made of this real estate in the future is entirely problematical.

HARPER & BROTHERS.

The Rabelais Case

THE court threw out on a technicality the case of the Government *vs.* Stewart Kidd on the question of shipping a copy of Rabelais on a mail order from Cincinnati to Michigan. The prosecutor had not drawn the bill properly so as to include the name of the book. A later date will probably be set for the case. This is the first time that the government has taken up a case when the interstate business has been done by the American Railway Express.

Personals

VIRGINIA SMITH COWPER, bibliographical editor of the PUBLISHERS' WEEKLY, has resigned her position to take an executive position with G. P. Putnam's Sons. Miss Cowper is an active spirit in the Woman's National Book Association and has conducted an interesting page of their doings in the WEEKLY.

VICTOR W. CUPPLES has recently returned from a three months' vacation, during which he made a tour of the Orient via the Mediterranean, Cairo and Palestine.

WILLIAM M. TRAVERS, formerly of the Old Corner Bookstore, Boston, has accepted a position as salesman for Small, Maynard & Company.

Business Notes

CAMBRIDGE, MASS.—"Your Community Bookshop" was opened on May 1st, at 35 Boylston Street, just off Harvard Square. The proprietors are McDevitt-Wilson's, New York, and the manager Ewen McIntyre, Jr., formerly in charge of the mail order department and cataloging of the Harvard Cooperative Store. He will be assisted by Miss McIntyre, his sister, who was also with the Cooperative. The shop intends to deal in general literature, new books, standard sets, fine bindings and rare books as well as remainders, and will conduct a mail order business.

CHICAGO, ILL.—Laird & Lee, Inc. has removed from 1732 South Michigan Avenue to 1223 South Wabash Avenue.

NEW YORK CITY.—The Popular Book Company is a new concern located at 298 Broadway, under the management of George Cars.

NEW YORK CITY.—W. A. Gough announces thru the courtesy of *Orientalia* that he has removed his Antiquarian Bookshop to 41 East 60th Street.

NEW YORK CITY.—The Fiftieth Street Book Shop opens this month at 17 West 50th Street, in charge of Miss H. R. Walker with Mrs. Hazzard as partner, and Edith Jackson, who will join the business later. The shop is well located on the street floor, and will carry current books and some gift or card specialties.

NORTHPORT, N. Y.—The Northport Book Shop has been sold by J. Alden Brett to Miss Hazel Strawson.

PHILADELPHIA.—The correct address of Henry T. Harper, who has just started in the book business, is 35 South 18th St. (not 8th St.)

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Aiken, Conrad
Priapus and the pool; [verse; pr. by Bruce Rogers]. 68 p. O c. '22 Cambridge, Mass., Dunster House bds. $2.50 [limited ed., 425 copies]

Andrews, Mary Raymond Shipman
His soul goes marching on. 84 p. S c. '22 N. Y., Scribner 75 c.

Aspley, John Cameron [George Dartnell, pseud.]
How to sell quality; a resumé of methods successfully used by prominent salesmen to meet price competition; hold customers for the future and to cement good-will; 2nd edition. 111 p. S [c. '22] Chic., The Dartnell Corporation; Dartnell Bldg. bds. $1.10; $1.60
Partial contents: What quality means to a salesman; Making the buyer want quality; Getting your price; Beating the price-cutter at his own game; Closing a quality sale; Keeping the old customer sold on quality.

Benét, William Rose
The first person singular. 8+300 p. D [c. '22] N. Y., Doran $2
A romance of very young people against the background of old-fashioned family life.

Bonnett, Clarence E.
Employers' associations in the United States: a study of typical associations. 18+594 p. (5½ p. bibl. and bibl. footnotes) O c. N. Y., Macmillan $4
Partial contents: The industrial conflict; The stove founders' national defence association; The American newspaper publishers' association; The united typothetae of America; The national association of manufacturers; The league for industrial rights; The associated employers of Indianapolis, inc.

Bragg, Sir William Henry
The world of sound; six lectures delivered before a juvenile auditory at the Royal institution. 7+196 p. il. diagrs. pls. charts D '22 N. Y., Dutton $2
Partial contents: What is sound?; Sounds in music; Sounds of town, country, the sea and war. [4 chapters].

Braithwaite, William Stanley Beaumont
Anthology of Massachusetts poets. 145 p. D [c. '22] Bost., Small, Maynard $1.50

Briggs, Isaac G.
Epilepsy, hysteria and neurasthenia; their causes, symptoms and treatment. 150 p. O '22 Chic., Chicago Medical Book Co. $2

Bucher, Elmer Eustice
Practical wireless telegraphy; a complete text book for students of radio communication; rev. edition. 8+336 p. il. diagrs. O [c. '21] N. Y., Wireless Press $2.25

Buchholtz, Johannes
Egholm and his God; tr. from the Danish by W. W. Worster. 291 p. O '22 N. Y., Knopf $2.50
The story of a fanatical old man, lost in his dreams of world conquest, his shabby airs of gentility, his photographer's shop like no other on earth, his financial arrangement with God.

Buck, Horace Davis
Flat machine knitting and fabrics. 147 p. il. diagrs. O [c. '21] N .Y., Bragdon, Lord & Nagle Co. $3

Burton-Opitz, Russell
An elementary manual of physiology, for colleges, schools of nursing, schools of physical education and of the practical arts. 411 p. il. D '22 Phil., Saunders $2.50

American Face Brick Association
The home of beauty; a collection of architectural designs for small houses submitted in competition by architects and architectural draftsmen and selected from four hundred of merit; 3rd ed., 1922. 70 p. il. pls. O [c. '22] Chic., Ill., The American Face Brick Assn., 110 S. Dearborn St. pap. 50 c.

American Technical Society
Carpentry and contracting; a practical reference work on carpentry, building superintendence, etc., prepared by a staff of architects, carpenters, contractors, and building experts of the highest professional standing; il. with over 1500 illustrations; 5 v. O various paging (bibls.) fronts. il. plans pls. diagrs. fold. blue-prints '21 Chic., American Technical Society $24.80

Bennett, Georgia E.
Vagrants; [verse]. 64 p. O c. '22 Chic., R. F. Seymour bds. $1.75

Briggs, Clark Arthur, and Gordon, Edward David
Weighing by substitution. various paging il. tabs. Q (U. S. Bu. of standards; technologic papers, no. 208) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc.

British Museum
Early Britain; early iron age; [fifteen pictorial postcards in an envelope]. (Set no. 55) O '22 N. Y., Oxford Univ. Press 60 c.

Chaffee, Allen
Fuzzy-Wuzz; il. by Peter Da Ru. 142 p. front. pls. D [c. '22] Springfield, Mass., Milton Bradley 85 c.
The story of a little brown bear which was tamed by a Ranger, and brought up with his children, told for younger children.

Chancellor, William Estabrook
History and government of the United States; a brief account of our geographic, historical, political, and economic conditions; for evening school students. 120 p. (1 p. bibl.) front. (por.) il. maps D [c. '21] N. Y., Am. Book Co. 60 c.

Cherington, Edgar Hurst
The line is busy. 180 p. D [c. '22] N. Y. and Cin., The Abingdon Press $1.25
Essays on religion and life.

Cisin, Harry G.
Practical electrical engineering; direct currents; a manual for use in industrial and evening classes and for home study. 331 p. il. diagrs. D c. '22 N. Y., Van Nostrand $2

Cotillo, Salvatore A.
Italy during the world war. 195 p. il. O [c. '22] Bost., Christopher Pub. House $2

Cram, George F., Company
Cram's modern reference atlas of the world; complete unabridged new series large scale detailed double page maps including separate maps of each state in the United States, the provinces of Canada, countries of Europe, and other grand divisions and continents; the latest geographical changes in boundaries caused by war, discovery research, treaty and political activities completely indicated; unabridged index of 250,000 places with latest population figures and key locations; new and revised maps of the principal cities of the United States; valuable statistical maps and tables; descriptive gazetteer of each state and foreign country; chronological story of the world war with large scale col. maps and beautiful il. taken from original photographs. 531 p. il. ps. maps F '22 Chic., G. F. Cram Co., 109 N. Market St. buck. $19.50

Cummings, Edward Estlin
The enormous room. 6+271 p. O [c. '22] N. Y., Boni and Liveright $2
The story of the entombment of an ambulance driver and his comrades. The author was lost by the Norton-Harjes ambulance corps, and officially dead.

D., H.
Hymen; [verse]. 46 p. O '21 N. Y., Holt pap. $1.75

Dante, Alighieri
La Divina commedia; il. by Corrado Ricci. 1104 p. il. pls. F '22 N. Y., Brentano's $50

Davies, George Reginald
Introduction to economic statistics. 6+163 p. (bibl. footnotes) tabs. (part fold.) diagrs. O [c. '22] N. Y., Century Co. $1.60

De Cerkez, Florence Euphemia
Sintram; a drama in blank verse, in four acts, from the story of the same name by de La Motte Fouqué. 205 p. D [c. '22] Bost., Badger $1.50

Dell, Robert
Socialism and personal liberty. 160 p. D (New Library for Social Science) c. '22 N. Y., Thomas Seltzer, Inc. $1.75

Depew, Ollie
A scientific course in typewriting. 118 p. il. O '22 Bost., Allyn and Bacon $1

Dickey, Philena A.
Suggestions for the care and use of pamphlets and clippings in libraries; presented originally as a thesis for graduation, Library school of the New York public library, 1916; 2nd rev. edition. 31 p. (1½ p. bibl.) D '22 N. Y., H. W. Wilson 40 c.

Dossenbach, Frederick
How to see Switzerland. 285 p. O c. '22 N. Y., G. E. Stechert $2.50

Driggs, Howard Roscoe
Live language lessons; 1st book. 14+275 p. pls. il. D '21 c. '16-'17 Lincoln, Neb., The University Pub. Co. 80 c.
Live language lessons; 2nd book. 13+273 p. pls. D '21 c. '16-'17 Lincoln, Neb., The University Pub. Co. 84 c.
Live language lessons; 3rd book. 15+428 p. il. diagrs. D '21 c. '17 Lincoln, Neb., The University Pub. Co. $1

Dunn, Waldo Hilary
The life of Donald G. Mitchell; [Ik Marvel]. 12+421 p. (13½ p. bibl.) front. (por.) pors. O c. N. Y., Scribner $4.50
The life of the author of "The Reveries of a Bachelor," and "Dream Life."

Eckardstein, Baron von
Ten years at the Court of St. James; 1895-1905; tr. and ed. by George Young. 255 p. front. (por.) O '22 N. Y., Dutton $6
Memoirs, which contain much of the secret correspondence, and many significant personal letters, which refer to the years when Lord Salisbury, Chamberlain, the Duke of Devonshire and Lord Lansdowne were trying to get Germany and Great Britain together.

Emmons, Williams Harvey
General economic geology; a textbook. 516 p. il. O '22 N. Y., McGraw-Hill $4

Enelow, Hyman Gerson
The Jew and the world. 116 p. D '21 N. Y., Bloch Pub. Co. 75 c.

Escrich, Pérez
Amparo; ed. with introd., direct method exercises and vocabulary by Medora Loomis Ray and Ruth A. Bahret. 326 p. front. S [c. '22] N. Y., Am. Book Co. $1
This text is suitable for the second year of a high school course or for a first year college class.

Fellows, Dorcas, comp.
Cataloging rules; with explanations and illustrations; 2nd ed., rev. and enlarged. 15+303 p. forms. Q c. N. Y., H. W. Wilson $4
This code of rules is a revision of Library School Bulletin 36, issued by the New York State Library.

Foley, Marie A.
The gift; a play in one act. 5+25 p. O c. '21 N. Y., S. French 35 c.

Gardner, Charles

The romance of eternal life. 11+196 p. D '22 N. Y., Dutton $2

Partial contents: The twofold life of Jesus; Christ the eternal life; Birth and eternal life; Marriage and eternal life; The Church and eternal life.

Garis, Howard Roger

Rick and Ruddy afloat; the cruise of a boy and his dog; il. by W. B. King. 262 p. front. pls. D (Rick and Ruddy ser.) c. Springfield, Mass., Milton Bradley Co. $1.50

George, Arial Wellington, and Leonard, Ralph Davis

The pathological gall-bladder Roetgenologically considered; 135 Roentgen ray studies on 44 full page plates, 3 of which are photographic, and 2 text illustrations. 13+143 p. Q (The annals of Roentgenology, v. 2) '22 N. Y., Hoeber $10

Goodridge, G. W. F. R.

A key to French composition for students and upper forms, with revision of syntax in French. 114 p. O '22 N. Y., Oxford Univ. Press pap. $1.70

Keys are sold only to teachers.

Gornston, Michael H.

The operating engineer's catechism of steam engineering. 7+428 p. il. diagrs. D '22 N. Y., Van Nostrand $4

Graves, Charles L.

Mr. Punch's history of modern England; with 500 il. by famous Punch artists; in 4 v.; v. 3 and 4; [1892-1914; Index for set in v. 4.] 378; 392 p. il. pls. O '22 N. Y., Stokes $10 [$20 complete set]

Haas, John Augustus William

In the light of faith; baccalaureate sermons and educational addresses. 9+287 p. D [c. '22] N. Y., The United Lutheran Pub. House, 9th and Sansom St. $1.75

Partial contents: Wisdom justifies right ideals; Loyal college men for the times; Wanted—men of vision; An ideal of Christian womanhood; Unreal learning; Study and life; The value of liberal education for the Church.

Hammond, Edward K.

Lapping and polishing; a treatise on lapping and polishing practice, including the abrasives used for lapping, methods of charging laps, materials for polishing, and polishing wheels. 60 p. il. diagrs. D (Machinery's blue books) '21 N. Y., The Industrial Press pap. 50 c.

Hapgood, Olive C.

School needlework; a book written for the beginner of any age and in any school; rev. and largely rewritten by Ella J. Spooner. 151 p. il. pls. diagrs. D [c. '93-'22] Bost., Ginn 85 c.

Hayward, Charles Brian

Automobile ignition, starting, and lighting; a comprehensive analysis of the complete electrical equipment of the modern automobile, including many wiring diagrams and details of all the important starting-lighting systems; new ed. 821 p. il. pls. diagrs. blueprints D '22 Chic., Am. Technical Society $4

Hazlitt, Henry

The way to will-power. 159 p. D [c. '22] N. Y. Dutton $2

Partial contents: The intellect as a valet; The price one pays; Success and the capital S; Controlling one's thoughts; Concentration; Moral courage.

Henry, O., pseud. [William Sydney Porter]

Selected stories from O. Henry; ed. by C. Alphonso Smith. 16+255 p. front. (por.) D '22 c. '06-'22 Garden City, N. Y., Doubleday, Page $1.25

Twenty-five stories selected from various published sources.

Hill, Lewis Webb

Practical infant feeding. 483 p. il. O '22 Phil., Saunders $5

Hornaday, William Temple

The minds and manners of wild animals; a book of personal observations. 10+328 p. front. pls. plan O c. N. Y., Scribner $2.50

Partial contents. The language of animals; The most intelligent animals; The rights of wild animals; Keen birds and dull man; The brightest minds among animals; The mind of the elephant; The wisdom of the serpent; The training of wild animals; The morals of wild animals; Fear as a ruling passion; Wild animal criminals and crime.

Hough, Benjamin Olney

Practical exporting; a handbook for manufacturers and merchants; 7th ed. 5+529 p. charts O '21 N. Y., Johnston Export Pub. Co. $5

Huddy, Xenophon P.

Huddy on the law of automobiles, 6th ed.; entirely rewritten and enlarged. 1382 p. O [c. '06-'22] Albany, N. Y., M. Bender $12

Hunter-Blair, Rt. Rev. Sir David

A new medley of memories. 11+276 p. front. (por.) O '22 N. Y., Longmans, Green $5.50

A continuation of the author's "Medley of memories," which carries the reader from 1903 to the outbreak of the war.

Hutton, Edward

The pageant of Venice. 246 p. col. pls. Q c. '22 N. Y., Dodd, Mead buck. $15

Jones, Franklin Day, ed.

Jig and fixture design; a treatise covering the principles of jig and fixture design; the important constructional details, and many different types of work-holding devices used in interchangeable manufacture. 10+326 p. il. diagrs. O c. '21 N. Y., The Industrial Press $3

Galang, Zoilo M.

A child of sorrow. 220 p. D '21 c. '22 Manila, P. I., [Author] pap. 50 c.; $1.50

Glass, Montague Marsden

Present company excepted; a sort of play, in two acts or thereabouts. 11+78 p. D '22 Detroit, Mich., Dodge Brothers, Publicity Dept. pap. [priv. pr.]

Horton, Anna V.

Teacher's manual and study outlines for the Art appreciation collection. 87 p. (4 p. bibl.) O [c. '21] Akron, O., The Art Appreciation Pub. Co. pap. $1

Kirkpatrick, Henry
Cataract and its treatment. 13+201 p. (bibl. footnotes) il. O (Oxford medical pubs.) '22 N. Y., Oxford University Press $3.20

Lamson, Paul Dudley
The heart rhythms. 100 p. (bibl.) il. diagrs. O '22 Balt., Williams & Wilkins $2.50

Leffingwell, Charles E., comp.
A book of prayers; together with Psalms and hymns and spiritual songs, ancient and modern. 206 p. T '22 c. '21 Milwaukee, Wis., Morehouse Pub. Co. 90 c.

Levinger, Elma Ehrlich
Jephthah's daughter; a Biblical drama in one act; prize play, Drama league of America. 5+36 p. il. O c. '21 N. Y., S. French 35 c.

Lichtner, Otto C.
The history of business depressions; a vivid portrayal of periods of economic adversity from the beginning of commerce to the present time. 454 p. (7½ p. bibl.) tabs. O [c. '22] N. Y., The Northeastern Press, 119 Nassau St. $4
Partial contents: Vicissitudes of ancient commerce; Depressions in modern Europe: from the end of the Mediaevel period to the 19th century; Crises, panics and depressions defined; Our relations to foreign depressions; The labor question in depressions; Why cotton is a better barometer than pig iron; Profiteering.

Lindsay, Nicholas Vachel
The art of the moving picture; intended, first of all, for the new art museums springing up all over the country; but the book is for our universities and institutions of learning; it contains an appeal to our whole critical and literary world, and to our creators of sculpture, architecture, painting, and the American cities they are building; being the 1922 revision of the book first issued in 1915, and beginning with an ample discourse on the great new prospects of 1922. 15+289 p. D '22 c. '15-'22 N. Y., Macmillan $2

Lippincott, J. B. Company
A complete pronouncing gazetteer or geographical dictionary of the world; containing the most recent and authentic information respecting the countries, cities, towns, resorts, islands, rivers, mountains, seas, lakes, etc., in every portion of the globe; ed. by Angelo Heilprin and Louis Heilprin; with a conspectus of the 14th census of the United States [1920]. 9+2105 p. O [c. '05-'22] Phil., Lippincott buck. $12; leath. from $17.50 to $20

McCandlish, Andrew C.
The feeding of dairy cattle. 19+281 p. il. O '22 N. Y., Wiley $2.50

McCarter, Margaret Hill [Mrs. William Arthur McCarter]
Homeland; a present-day love story. 433 p. D [c. '22] N. Y., Harper $1.90
"A love story in which the good old-fashioned ideas of clean living, honesty, and fair play predominate."

McCormac, Eugene Irving
James K. Polk; a political biography. 10+746 p. (5½ p. bibl.) front. (por.) O '22 Berkeley, Cal., University of California Press $6
The political career of the former President.

Macintire, Horace James
Principles of mechanical refrigeration; a study course for operating engineers. 255 p. il. O '22 N. Y., McGraw-Hill $2.50
Appeared originally as a study course in Power.

McKinney, James, and Simons, A. M.
Success through vocational guidance; occupation analysis. 285 p. D '22 Chic., Am. Technical Society $2

Madison, James
Madison's budget; no. 18; a year-book of comedy material for vaudeville entertainers, containing original monologues, sketches, minstrel first-parts, side-walk patter, farces, parodies on popular songs and other kinds of stage fun. 80 p. O c. '21 N. Y., James Madison, 1052 3rd Ave. pap. $1

Merrel, Concordia
Love-and Diana. 318 p. D c. N. Y., Seltzer $1.75
A story of love and adventure beginning in England and culminating in South Africa.

Mills, William Haslam
The Manchester Guardian; a century of history; with a special introd. for the American. edition by Charles Prestwich Scott 6+146 p. front. (por.) pors. pls. diagr. O c. N. Y., Holt $2.50
The story of the "Manchester Guardian" from the beginning to its 100th birthday in 1921.

Mitchell, T. W.
The psychology of medicine. 7+187 p. D '22 N. Y., McBride $2
"The object of this book is to present as concisely as possible the important contributions to psychology which have resulted from the practice of psychotherapeutics."

Montizambert, E.
Unnoticed London. 11+222 p. front. il. S (The Mediaeval town ser.) '22 N. Y., Dutton $2
This volume "is meant for the people who do not realize one-eighth of the stories packed into the streets of London."

Library of Congress. Division of Manuscripts
Accessions of manuscripts, broadsides and British transcripts; July 1, 1920-Dec. 31, 1921; [prefatory note by J. C. Fitzpatrick.] 53 p. S '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Louisville. Free Public Library
Some books and pamphlets, music, magazines and newspapers by negro writers, composers and editors, in the Colored department of the Louisville free public library. 11 p. D '21 Louisville, Ky., Louisville Free Public Library pap.

Malm, Gustav Nathanael
The treatment of walls and ceilings; a handbook of useful information for painters and decorators; [this book is pub. as an accessory to the Acme quality system.] 48 p. il. S [c. '21] Detroit, Mich., Acme White Lead and Color Works pap. [priv. pr.] apply

Myers, Arthur Wallis

Twenty years of lawn tennis; some personal memories; with a frontispiece. 180 p. O [n. d.] N. Y., Doran $3.50

Experiences of the author, the English star, who has played with or against all the leading players of the many competing countries.

Neill, Alexander Sutherland

A dominie in doubt. 256 p. D '22 N. Y., McBride $1.75

In this book the author reconsiders the opinions he expressed in his earlier writings.

Nutting, Herbert Chester

Teachers' course in Latin composition. 106 p. D '22 Bost., Allyn and Bacon $1

Osias, Camilo

Barrio life and barrio education. 175 p. (bibl.) il. D c. '21 Yonkers, N. Y., World Bk. Co. $2.25

Owen, H. Collinson

The adventures of Antoine. 278 p. D [c. '22] N. Y., McCann $1.75

The adventures of a man who evolved a wonderful system to break the bank of Monte Carlo.

Parker, Amasa Junius, ed.

Insurance law of New York, being chapter 28 of the Consolidated laws, and chapter 33 of 1909 including all amendments of 1921. 506 p. O '22 N. Y., The Banks Law Pub. Co. $6

Parker, Caroline H.

The children's bird friends. 128 p. il. D [c. '21] Chic., A. Flanagan Co., 521 South Laklin St. bds. 65 c.

A study for little children, in prose and verse, of American birds.

Parr, Samuel Wilson

Analysis of fuel, gas, water and lubricants; 3rd ed., rev. and enlarged. 250 p. il. O '22 N. Y., McGraw-Hill $2.50

Formerly published in 1916 by the author under title: "Chemical examination of water, fuel, flue gases and lubricants; a course for engineering students."

Paul, Mrs. G., and others

An everyday cake book; a cake recipe for every day in the year. 98 p. D '22 N. Y., Moffat, Yard $1.25

Peacock, W., comp.

English prose; in five volumes, vol. 3—Walpole to Lamb. 10+552 p. nar. S (The world's classics) '21 N. Y., Oxford Univ. Press 85 c.

Peck, Annie Smith

Industrial and commercial South America. 18+509 p. (11½ p. bibl.) front. (map) tabs. maps D [c. '22] N. Y., Dutton $5

Information concerning every state of each country of the southern continent—their cities and ports and transportation systems; physical characteristics and natural resources; their products and possibilities, agricultural, mineral, stock-raisng and forestry.

Pellapra, Emilie de

A daughter of Napoleon; memoirs of Emilie de Pellapra, Countess de Brigode, Princess de Chimay; with an introd. by Princess Bibesco; preface by Frédéric Masson; tr. by Katherine Miller. 15+166 p. front. (por.) pls. pors. D c. N. Y., Scribner $2

The daughter of Napoleon I. and Mme. de Pellapra; charming and witty memoirs of a life touched with pathos.

Penson, Sir Henry

Is Germany prosperous?; impressions gained January 1922. 124 p. D '22 N. Y., Longmans, Green $1.25

The author sums up his impressions thus: "Germany has all the outward appearances of prosperity, but this prosperity has very little solid foundation."

Philips, Ralph S.

A short course in practical salesmanship; or, How to sell one's services. 16+137 p (1 p. bibl.) front. T c. '21 N. Y., Commercial Advancement Co., 11 West 20th St. pap. $2

"Suggestions for becoming a proficient sales manager or an efficient sales person in a retail store."

Phillips, Henry Bayard

Differential equations. 6+78 p. D '22 N. Y., Wiley $1.25

Pollard, Albert Frederick

The Elizabethans and the Empire. 20 p O '22 N. Y., Oxford Univ. Press 50 c.

Reed, Thomas Harrison

Loyal citizenship; il. with 122 engraving from photographs and drawings. 8+333 p front. charts pls. facsms. il. D c. Yonkers N. Y., World Bk. Co. $1.40

Partial contents: Social and economic fundamentals: co-operation and liberty; The fundamental of citizenship: liberty and democracy; The citize in state and nation: liberty and law; Some problems of larger citizenship: co-operation for th common good.

Robertson-Scott, J. W. [Home Counties pseud.]

The foundations of Japan; notes made during journeys of 6,000 miles in the rural districts as a basis for a sounder knowledge o the Japanese people; with 85 illustration 16+446 p. front. il. pls. O '22 N. Y., Appleton $6

Partial contents: Early-rising societies and othe ingenious activities; Country house life; The ric bowl, the gods and the nation; andlords, priest and "basha"; The birth, bridal and death of th silk-worm; Colonial Japan and its un-Japanes ways; Problems of Japan.

Putnam, Charles Elsworth

The Unity school of Christianity and what its teachings reveal. 56 p. S [c. '21] Chic., The Bible Institute Colportage Assn. pap. 25 c.

Reed, Thomas Harrison

Loyal citizenship; il. with 122 engravings from photographs and drawings. 8+333 p. D c. Yonkers, N. Y., World Bk. Co. $1.40

Rivers, L. B.

The Rivers touch typewriting system. 30 p. i O [c. '21] Los Angeles, Cal., The Direct-Ma Press pap $5

Rogers, Sir Leonard
Bowel diseases in the tropics; cholera, dysenteries, liver abscess and sprue. 16+475 p. il. pls. (part col.) fold. maps tabs. diagrs. O (Oxford medical pubs.) '22 N. Y., Oxford Univ. Press $9

Rolland, Romain
Pierre and Luce; tr. by Charles De Kay. 136 p. D '22 N. Y., Holt bds. $1.50
A light and delicate French love story, by the author of Jean Christophe.

Rustproofing processes; a treatise on the application of protective paints and various zinc-coating and chemical processes for resisting or preventing the corrosion of iron and steel. 59 p. il. D (Machinery's blue books) '21 N. Y., The Industrial Press pap. 50 c.

Sleeper, Milton Blake
The design of modern receiving sets showing the construction of radio instruments so simple that they can be assembled in the kitchen table workshop, yet so designed that they give the appearance and results of commercial equipment. 48 p. il. pls. maps O '22 N. Y., General Apparatus Co., inc., 88-H Park Pl. pap. 50 c.

Steele, Earl Tracey
The farmer's practical veterinary guide; the result of years of practical experience in the production of live stock and the application of the principles of modern veterinary training. 222 p. il. pls. O c. '21 Chillicothe, Mo., Central Veterinary Concern $2

Stekel, W.
Disguises of love; psycho-analytical sketches authorized tr. by Rosalie Gabler. 171 p. D [c. '22] N. Y., Moffat, Yard $2.50

Tilden, William Tatem
The art of lawn tennis; [rev. and enl. edition.] 19+229 p. front. pls. D [c. '21-'22] N. Y., Doran $2

Timbie, William Henry, and Bush, Vannevar
Principles of electrical engineering. 7+513 p. il. O '22 N. Y., Wiley $4; Answers to problems pap. 25 c.

Tridon, André
Easy lessons in psychoanalysis. 6+139 p. col. front. (diagr.) O [c. '21] N. Y., McCann $2

Trueba y Quintana, Antonio de
Cuentos y cantares; with introd., notes, exercises and vocabulary by Edward Gray; [preface by Steven T. Byington.] 12+161 p. front. il. S (International modern language ser.) c. '22 Bost., Ginn 72 c.

Unstead, J. F.
Europe of to-day. 248 p. il. maps D '22 N. Y., Moffat, Yard $2

Van Denburg, Joseph K.
The junior high school idea. 423 p. (6 p. bibl.) tabs. D c. N. Y., Holt $1.50
Partial contents: Speed grouping in the junior high school; Choosing the course of study; General introductory mathematics; Appreciation of art in the junior high school; Relative ratings and pupils' report cards; Pupil self-government; Teacher participation in junior high school.

Van Doren, Carl
Contemporary American novelists, 1900-1920. 9+176 p. D c. N. Y., Macmillan $1.50
The American type of novel as it has existed during the first two decades of the twentieth century, showing the drift toward naturalism.

Walter, Frederic W., ed.
The retail charge account; prepared under the direction of the educational committee of the associated retail credit men of New York city, inc. 13+264 p. pls. il. forms. tabs. O c. N. Y., Ronald $3
Partial contents: Credit granting-advantages and problems; Opening the account; Closing the account; Collections; Suspense and profit and loss accounts; Customers' business and personal troubles; Credit office efficiency methods; Business-building; Financing accounts thru the bank.

Weaver, Eli Witwer
Building a career. 262 p. il. pls. D c. '22 N. Y., Assn. Press $2

Wethered, Roger and Joyce
Golf from two sides; with 28 illustrations. 197 p. front. (por.) O c. '22 N. Y., Longmans, Green $3.50
Partial contents: Ladies' golf: its strength and weakness; Impressions of American golf; Men versus ladies and mixed foursomes; Oxford golf since the war.

Wissler, Clark
The American Indian; an introduction to the anthropology of the new world; 2nd ed.; rev. and enl. 21+474 p. (bibl.) il. O '22 N. Y., Oxford Univ. Press $5

Wordsworth, William
Poems of Wordsworth; with an introductory essay by Matthew Arnold; ed. by Myron R. Williams. 37+250 p. (2 p. bibl.) front. (por.) S (English readings for students) [c. '22] N. Y., Holt 72 c.

Ruth, Warren Albert
An explanation of recent failures in San Jose scale control. 4 p. O (Experiment station circular 252) '22 Urbana, Ill., University of Illinois pap gratis

Shapley, Harlow, and Richmond Myrtle L.
Studies based on the colors and magnitudes in stellar clusters; 19th paper: A photometric study of the Pleiades; reprinted from the Astrophysical journal, v. 54, 1921. 11 p. tabs. O (Contributions from the Mount Wilson obesrvatory, no. 218) Wash., D. C., Carnegie Institution of Washington pap.

Shortall, Katherine
Where the sabots clatter again; [2nd ed., pub. for the benefit of the Radcliffe college endowment fund, 150 copies.] 40 p. D il. pls. maps c. '22 Chic., R. F. Seymour pap. $2.50

Sundby-Hansen, Harry, ed.
Norwegian immigrant contributions to America's making. 170 p. front. pls. O c. '21 N. Y., [Author], 119 W. 41st St. pap. apply

Rare Books, Autographs and Prints

GABRIEL WELLS has sold the last complete book of the Gutenberg Bible to Mortimer Schiff, who has presented it to the Jewish Theological Seminary.

The Czechs have recataloged the famous University Library at Prague. It is now said to contain 3,537 manuscripts, 24,650 dissertations, 1,461 volumes classed as rare first editions and 405,305 bound volumes in the general collection.

The success of the Vail sale has settled the character of this season. It will be remarkable for the maintenance of a very uniform fair level of prices for rare books during a period of business depression and low prices for prints and paintings.

The library of the late I. Remsen Lane of Orange, N. J., comprising choice library editions of standard authors in fine bindings by Bradstreet, Riviere and Zachnsdorf; publications of the Grolier Club, the Riverside Press, and other clubs and special presses; and many desirable miscellaneous books constituting a very choice reader's library, will be sold at the Anderson Galleries May 16 and 17.

On May 17 and 18 woodcuts, line engravings, mezzotints, color prints and drawings by old and modern masters including Rembrandt, Durer, Andreani, Earlom, Green, Hollar, Haden and Meryon, the property of the late John B. Pearse of Roxbury, Mass., will be sold at the American Art Galleries. Another collection of modern prints from the estate of the late Albert J. Morgan of Larchmont, N. Y., with additions will be sold at the Anderson Galleries on the evening of May 18.

Another collection of special interest to dealers and collectors, the library of John M. Patterson of Philadelphia, will be sold at the Anderson Galleries May 15. It contains many fine examples of the historic presses, among them those of Gutenberg, Caxton, Elzevir, Aldus, Plantin, Baskerville, Strawberry Hill and Kelmscott; 250 lots of first editions, autograph letters of and books relating to Charles Dickens; first editions of Thackeray and Dr. Samuel Johnson; and many carefully selected items of various periods in great variety. Altogether it is a two session sale of real importance.

Americana from the library of B. L. Gregg of Cleveland, O., will be sold at the American Art Galleries May 17. There are few rarities, the books being mainly choice library books in good condition. There are two lots of outstanding interest: a desk owned by General Grant and used by him while in the real estate business in St. Louis and surrendered in part payment for rent when he went to Galena into the leather business with his brothers, and a practically complete set of the Hakluyt Society publications, 52 volumes, London, 1847-1907.

Autograph letters, framed portraits, extra-illustrated books, first editions of modern authors and miscellaneous library books from the libraries of Jonathan Ackerman Coles, LL.D., the late J. P. Pearse of Roxbury, Mass., Mrs. A. W. Church of Portchester, N. Y., with additional consignments, will be sold at the American Art Galleries May 16 and 17. The rarer lots include the publications of William Loring Andrews, a portrait of Charles Dickens in oil by Charles Ream; bindings with ivory miniatures by Miss Currie; a fine copy of the first edition of the Nuremberg Chronicle, 1493; autograph letters of the presidents and letters and signatures of the Signers of the Declaration of Independence; first editions of Stevenson; and autograph letters and documents of Washington and Napoleon.

Early printed books, illuminated manuscripts and royal documents, the property of William C. Van Antwerp of San Francisco, were sold at the American Art Galleries May 1, 50 lots bringing $39,956.50. Because the sale of this kind of material was confined to a very small group of buyers, the general opinion was that prices would be low. The general result however, was better than expected altho the owner sustained a considerable loss. The star lot, an illuminated manuscript of Froissart's "Chronicles," a magnificent example of the fourteenth century rich in association interest, was bought by James F. Drake for $12,900. The five Caxtons including Chaucer's "Canterbury Tales," 1475, which brought $950; Higden's "Polychronicon," 1482, $1,900; Gower's "Confession Amantis," 1483, $3,200; Cessoli's "The Game and Playye of Chesse," 1483, $3,200; and Virgil's "Eneydos," 1490, $1,000. all went to Dr. A. S. W. Rosenbach, who also bought the Coverdale Bible, 1535, the first complete Bible in English, for $2,300. William Morris's Bible, an illuminated manuscript on vellum of the fifteenth century, delightful as a work of art and for its association interest, was bought by Gabriel Wells for $500. Royal documents seldom appeal strongly to American buyers and this collection was not an exception. The highest price, $700, was paid for a document signed by Edward VI of England.

The library of the late Theodore N. Vail of this city, sold at the Anderson Galleries May 2 to 6 inclusive, brought $120,819.75, the highest record for any collection in this country this season. The dealers and collectors were out in full force and buying was widely distributed. The four folios of Shakespeare all went to Gabriel Wells, the First, 1623, bringing $9,500; the Second, 1632, $1,800; the Third, 1664, $5,500; and the Fourth 1685, $475. G. A. Baker & Company paid $5,700 for the "Cambridge Platform," Cambridge, 1649; Walter M. Hill of Chicago, $3,050 for the original folio edition of Audubon's "Birds of America," 4 vols., London, 1827-28; Dr. Rosenbach, $2,275, for the first issue of the first edition of Milton's "Paradise Lost," 1667; Lathrop C. Harper, $2,200 for Joannes Balbus de Jauna's Catholicon, Mentz, 1460, the fourth book printed with a date. Other important lots and the prices which they brought were Curtis's "North American Indians, 11 vols. and 11 portfolios, New York, 1907-16, still incomplete, $1,000; Duchess de Berry's Album of Royal Autographs, $2,050; Edmund Randolph's draft of propositions for the Constitution, 9 pages folio, $600; the Kilmarnock edition of Burns's "Poems," 1786, $2,050; George Mason's amendments proposed to the new Constitution, 5 pages quarto, $625; Defoe's "Robinson Crusoe," 3 vols., 1719-20, first edition, $680; Dickens's "A Curious Dance Around a Curious Tree," London, 1860, first edition, $1,200; John Eliot's Indian Bible, Cambridge, 1685, $525; Eugene Field's manuscript of "A Lyttle Folio of Proper Old Englysshe Ballads, for Edmound Clairaunce Steadmann by Eugen-A-Feld," $700; John Heywood's "The Spider and the Flie," London, 1556, first edition, $800; Thomas a'Kempis's "Imitatio Christi," Augsburg, 1470, first edition, $2,350; La Borde's "Choix de Chanson's" Paris, 1773, large paper copy with an autograph letter of the author inserted, $2,050; Nathaniel Morton's "New Englands Memoriall," Cambridge, 1669, first American edition and John Evelyn's copy with an autograph inscription on a fly leaf, $1,025; "The Laws and Acts of New Jersey," 1717, printed by William Bradford, $1,500; Thackeray's "Vanity Fair" in parts, London, 1847-48, $900; Washington's copy of the "Dictionary of Arts and Sciences," 4 vols., London, 1763, with his bookplate and autograph in each volume, $1,900; Irving's "Life in Washington," 1855-56, $1700.

F. M. H.

Auction Calendar

Monday afternoon and evening, May 15th, at 2:30 and 8:15 o'clock. The fine private library of the Hon. John M. Patterson of Philadelphia, including association books, autograph letters, manuscripts and drawings of value, etc. (Items 618.) The Anderson Galleries, 489 Park Avenue, New York City.

Tuesday and Wednesday afternoons, May 16th and 17th, at 2:30 o'clock. The library of the late I. Remsen Lane of Orange, N. J., comprising choice library editions of standard works, etc. (Items 489.) The Anderson Galleries, 489 Park Avenue, New York City.

Tuesday afternoon and evening and Wednesday afternoon, May 16th and 17th, at 2:30 and 8:15 o'clock. Fine books and rare autographs from the library of Jonathan Ackerman Coles, important reference books on art collected by the late John B. Pearse, library sets and first editions from various collections. (Items 761.) The American Art Association, Madison Square South, New York City.

Wednesday afternoon, May 17th, at 3:30 o'clock. Americana from the library of B. L. Gregg of Cleveland, O., also desk used by Ulysses S. Grant. (Items 233.) The American Art Association, Madison Square South, New York City.

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Abraham and Straus, Inc., Brooklyn, N. Y.
Science of a New Life, John Cowan, M.D.

Aldus Book Co., 89 Lexington Ave., New York City
Whistler, Gentle Art of Making Enemies, cheap copy.
Riverside Press, Parliament of Foules.
Griswold, Editon of Poe, 3d vol. only.
Wilbrint, A New Humanity, Lippincott, 1905.
Eastman, Journalism vs. Art; Art of Poetry, Knopf.
Huneker, Painted Veils.

"Allan," care Publishers' Weekly
American Catalogue of Books, 1895-1900, state binding and condition.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.
Complete Set Phillips Brooks Sermons, 10 vols.
A complete set in thirteen volumes Interpretation of the English Bible, by Carroll.
Peloubet's Select Notes for 1920, 1919, 1915, 1914, 1913, 1911, 1910, 1908.

American Baptist Publication Society, 544 N. Grand Ave., St. Louis, Mo.
Angler's Workshop, by Frazier.

The American News Co., Inc., 9 Park Place, New York, N. Y.
Where Socialism Failed, Grahame, McBride.

Arcade Book Shop, Eighth and Olive Sts., St. Louis, Mo.
Sinclair, Love's Pilgrimage.
Inman, Old Santa Fe Trail.
Bowers, Sleeping for Health.
Gunter, That Frenchman.
Larkin, Within the Mind Maze.
Woodberry, Great Writers.
Futrelle, Problem of Cell 13.
Emerson, Beverages Past and Present.
Chesterton, Plum Tree.
Fresenberg, Thirty Years in Hell.
Bott, Eastern Nights and Flights.
Collier, England and the English.
Vicar of Wakefield, English Idylls ed., Brock ill.
Bates, American the Beautiful.
Merrick, Whispers about Women.
Herschel, Frontinus and the Water Supply of Rome.

Associated Students' Store, Berkeley, Calif.
Beach, Comic Spirit in George Meredith.

Wm. Ballantyne & Sons, 1409 F Street, N. W., Washington, D. C.
Eberhardt, Everything About Dogs.
Cartwright, Baldassare Castiglione.

Barnies' Bookery, 725 E St., San Diego, Cal.
Education of Mr. Pipp.
English Hexapla, Bagster edition.
Evans, Christ Myth.
Texas Siftings.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.
Naples, in Black's Color Bks.
Ancient Harmony Revised, an old Hymn Book, Boston, 1856, fourth edition.
National Register of Sons of American Revolution. vol. 2, 1902.

The Beacon Book Shop, 26 West 47th St., New York City
Hewlett, Open Country, Halfway House.

Beane's Occult Bookshelf, San Diego, Cal.
Any by Carlysle Petersilea.
Institutes Hindu Law, Sir Wm. Jones, 1869.
In the Pronos of the Temple, Hartmann.
Raphael's Ephemeris, the original first edition, 1877, 1878.
Sepher Yet Zira, Wescott.
Shakespeare's Sweetheart.
The Hive, by W. L. Comfort.

Behymer's Book Shop, 1204 Olive St., St. Louis, Mo
O'Hart, Irish Pedigrees, Dublin, 1880. Want only the 3rd, or supplemental volume.
E. H. Rixford, Winepress and Cellar, pub. in San Francisco, 1883.
S. H. Scudder, Nomenclature Zoologicus, being bulletin No. 19, National Museum, Washington, 1882, in two parts.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York City
Universal Lumber, A B C 5th Code.
Shepperson Cotton, Samper's Code.
Western Union. Lieber's, 5-letter Codes.
Any American-Foreign Language Code.

Benziger Bros., 36 Barclay St., New York City
McEvilly, S. S. Matthew and Mark.
McEvilly, St. Luke.
McEvilly, St. John.

The Bobbs-Merrill Co., Indianapolis, Ind.
Hearts Courageous, Hallie Erminie Rives.

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The Book Shop, 219 North Second St., Harrisburg, Pa.

United States Catalogue and Supplements.

E. P. Boyer, Bourse Bldg., Philadelphia, Pa.

Mercer, Waterloo Campaign.
Stutterheim, Battle of Austerlitz.
Gourgaud, Campaign of 1815.
Clausewitz, Campaign of 1812 in Russia.

Brentano's, Fifth Ave. and 27th St., New York City

Adam's Nicholls Principles of Pathology, 2 vols., Will pay liberal price.
Century Dictionary, sheep binding, thin paper, 6 vols.
Century Dictionary, 11 volume edition.
Mrs. Eden, Garden in Venice.
Being Done Good, E. B. Lent, 3 copies.
Graphics.
Sardonics, H. N. Lyons.
Power of Ideals in American History, E. D. Adams.
Howard Taylor, Hudson Taylor in Early Years, the Growth of a Soul.
Price on Play Analysis and Construction, W. T. Price.
History of the Horse in America, Busby.
Love Story and Political Life of Parnell.
Outlines of Greek Philosophy, Zeller.
Napoleon, Sketch of His Life, T. E. Watson.
Birds of the Bible, Gene Stratton Porter.
Best Life of Lord Byron, Moore.
Albertus Magnus being the approved, verified, sympathetic and Natural Egyptian Secrets—White and Black Art for Man and Beast.
A Miracle in Stone, Seiss, 5 copies.
In the Midst of Life.
Can Such Things Be Both, Ambrose Bierer.
Advertising Cyclopedia of Selling Phrases, Borsodis, 2 copies.
Atlas of Astronomy.
Nice edition of Nietsche, large type, bound in half leather, 15 volumes, in English.
A Course in Fournier's Analysis and Periodogram Analysis.
The Sales Tax Primer, M. D. Rothschild.
Sacred and Legendary Art, Mrs. Jameson.
The Wedding Day of All Ages and Countries, Edw. J. Wood.
Studies of Human Form, Dr. Shufeldt.
In Seville, Willis Steel.
Ivory and the Elephant.
Calendar of Central America and Mexico, Dr. Daniel Brenton.
Letters of Henrik Ibsen, trans. by J. N. Laurock and Mouson.
New York by an Octogenarian, Haskell.
History of the Pirate, Chas. Johnson.
Story of Greece, Mary McGregor.
English Compounds and Word Phrases, Teall.
Twentieth Century Cook Book, Moritz and Kahn.
Holy Communion, Hon. W. Walsham, D.D.
Two Years Before the Mast, Dana, 2 vols.
Guy Rivers, Gilmore Sims.
Border Beagles, Gilmore Sims.
Historical View of the French Revolution, Michelet.
Lore of the Honey Bee, T. Edwards, 2 copies.
Bedtime Sories, Claude H. Wetmore.
Works of Mark Hopkins.

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Adams, Henry, Chapters of Erie.
Chapman, Memories and Milestones.
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Hergesheimer, Any first editions.
Letters of Mme. de Sevigny.
Life of Lister.
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Charles Robinson.
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Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Le Conte's Sight.
Chamber's Iole.
Jurgen, J. B. Cabell.
Anatomy of Vertebrates, by Wiedersheim, trans. by Parker.
Comparative Anatomy of Vertebrates, by Wiedersheim.
Beau Comedy, by Dix.
Soddy's Chemistry of the Radio Elements.

The Brooklyn Museum Library, Eastern Parkway and Washington Ave., Brooklyn, N. Y.

International Studio, Dec., 1912.

The Burrows Brothers Co., 633 Euclid Ave., Cleveland, O.

Principles of Singing, by Bach.
Seamless Robe, by Melby.
Gift of Influence, by Black.

The Cadmus Book Shop, 312 West 34th St., New York City

Bascom, History of Methodism.

Campion & Company, 1313 Walnut St., Philadelphia, Pa.

Biographical and Critical Essay on Romney, by Ward & Roberts.
Redburn, by Melville.
Pierre, by Melville.
Brown's Gas Directory.
Shakespeare's Insomnia, Head.
Life of Chief Justice Taney.
Wells, Fishing and Rod Making.
Worcester, Door of Hope.
Later Pepys, Ganssen, 2 vols.
Velvet Glove, Merriman.
La Montaine's Fables, in French, Illustrated by Doré.

Carnegie Library, Atlanta, Ga.

History of Russian Culture by Miliukov.

Gerard Carter, 12 So. Broadway, St. Louis, Mo.

Baldwin, J. D., Ancient America.
Book on Power and Lighting from Acetylene Gas.

The Centaur Book Shop, 1224 Chancellor St., Philadelphia, Pa.

Willa Cather, The Troll Garden.
Willa Cather, The Bohemian Girl, 2 copies.
Willa Cather, April Twilights, 2 copies.

George M. Chandler, 75 East Van Buren St., Chicago, Ill.

Amundsen, The South Pole, 2 vols., 8vo.
Bret-Harte, Luck of Roaring Camp, first ed., 1870.
Burr, Aaron, Bibliography by Tompkins, 1892.
Burr, Aaron, Conspiracy by McCaleb, 1903.
Burroughs, A Year in the Fields, first ed., 1896.
Burroughs, Breath of Life, first ed., 1915.
Burroughs, Whitman, Poet and Person, 1867.
Cabell, Eagle's Shadow.
Cabell, Chivalry, first ed., 1909.
Catlin, O Kee, Pa., 1867.
Crow, Indian Language, Any book on.
Dahn, Felicitas.
Dahn, Captive of the Roman Eagles.
D'Annunzio, The Sea Surgeon.
Da Vinci, Leonardo, Literary Works, 2 vols., 1883.
Davis, Influence of Wealth in Rome.
Davis, Waiting for the Verdict.
Drake, Salvaging of the Derelict.
Dumas, Twenty Years After, vol. 1, L. B., 1891.
Eggleston, Hoosier Schoolmaster, first ed., dated 1871.
Fairbank, How the Wat was Prepared.
Fithians Diary.
Franklin, Autobiography, large 8vo, H. M. & Co. Ed.
Franklin, Works, Federal Ed., 12 vols.
Gilchrist, Life of Blake, 2 vols., 1880.
Gruard, Frank, Life of.

BOOKS WANTED—Continued

George M. Chandler—Continued

Higginson, Travellers and Outlaws.
Hinkley, Bible, 14 vols., pigskin.
Huneker, Mezzotints in Modern Music, first ed.
Kansas Magazine, Jan., 1873 to Oct., 1874.
Kaplan, Babys Biography.
Kipling, Outward Bound Ed., vols. 26-27.
Lollee, Women of the Second Empire.
Mason, Indian Basketry.
Mencken, Little Book in C. Major.
Mencken, A Book of Calumny.
Ponteach, Caxton Club Ed.
Rhodes, U. S. History, brown cl., Harper, vol. 5.
Sterne, Sentimental Journey, ill. by Leloir.
Stevenson, Thistle ed., vol. 27, 2 copies.
Suetonius, Lives of the Caesars, Tudor trans.
Thayer's Cavour, large 8vo ed., 2 vols.
Zahn, Sound and Music.
Paine, Book of Buried Treasure.

Chicago Medical Book Co., Congress & Honore Sts., Chicago, Ill.

Whiting, Mastoid Operation.
Gee, Auscultation and Percussion.

The John Clark Co., 1486 W. 25th St., Cleveland, O.

Glass, Potash and Perlmutter.
Hamerton, P. G., First editions of Chapters on Animals; Contemporary French Painters; A Painter's Camp.
Kennedy, New World Fairy Book.
Kansas Teacher, vol. 3, no. 1; vol. 4, nos. 2 and 3; vol. 5, no. 6.
London Quarterly Review, American edition, vols. 40 to 51, 65, 66, 145 and 146.
Columbia University Biological Series, no. 8; being Loeb's Dynamics of Living Matter.
Locke, Anti-Slavery in America.
Lamb's Works, ed. by Macdonald.
Lincoln's Writings, ed. by Lapsley, first ed.
Lowell's Works, Large paper limited edition, 16 vols., 1904.
Modern Language Association of America, Publications, vols. 7, 16, 29, no. 1, vols. 32 to date.
Michigan Pioneer Collections, vol. 22.
Maryland Historical Magazine, vol. 2, no. 2.
Marshall, Archibald, First edition.
Munsterberg, Principles of Art Education.
Middleton, Streets and Faces.
Modern Language Journal, Oct., 1918.
Missionary Review of the World, Aug. and Sept., 1892.
Morton's New English Canaan, Prince Society Publication.
Mitchell, Business Cycles.
Morley, Christopher, Travels in Philadelphia, 1st ed.
McCabe's Talleyrand.
New Hampshire Historical Society's Collections, vols. 4 and 6.
Nebraska Historical Society's Transactions and Reports, vols. 3 and 4.
Newmarch, Russian Opera.
Roosevelt, Theodore, Any Autograph Letters of.
Trollope, Anthony, First editions of the following, preferably in the original bindings: The Macdermotts of Ballycloran, The Kellys and the O'Kellys, La Vendee; An Historical Romance Barchester Towers, The Three Clerks, Doctor Thorne, The Bertrams, The West Indies and the Spanish Main, Framley Parsonage, Rachel Ray, The Belton Estate, Can You Forgive Her?, Miss Mackenzie, The Claverings, Lotta Schmidt, Nina Balatka, Linda Tressel, Sir Harry Hotspur, Mary Gresley, The Eustace Diamonds, Australia and New Zealand, Victoria and Tasmania, New South Wales and Queensland, John Caldigate, Cousin Henry, The Duke's Children, Why Frau Frohmann Raised Her Prices, Lord Palmerston.

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Forney's Catechism of Locomotive.

Columbia University Library, New York City

Myers, F. W. H. Wordsworth, English Men of Letters.

Congregational Publishing Society, 14 Beacon St., Boston 9, Mass.

Social Aspects of the Cross and Creed of Jesus, by Dr. Coffin, both published by Doran.
Westcott's Commentary of St. John.
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E. P. Dutton & Company, 681 Fifth Ave., New York, N. Y.

Andrews, Roger Payne and His Art, N. Y., 1892.
Brown, John Carter, Catalogue of the Library of, Parts I and II, edition of 1882 only.
Bradley, Our Indians.
De Lincy, Le Roux, Grolier, pub. by N. Y. Grolier Club, 1907.
Davenport, Primitive Traits in Religious Revivals, 1905.
De Maupassant, Guy, Yvette and Other Stores, London, Duckworth, 1904.
Diomed, A Dog Book, pub. by Macmillan, Circa, 1846.
Dowse, Thomas, History of Montana.
Declaration of London, Doubleday, Page and Co., 1911.
Dunlop, W., Life of William Gutherie, 1796; The Virgin of the Sun, N. Y., 1800; Darby's Return, N. Y., 1787.
Dau, New York Blue Book, any edition to 1890.
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Mirror of the Sea, Conrad.

W. & G. Foyle, Ltd., 121 Charing Cross Road, London, W. C. 2, England

Middleton, Memory Systems, new and old, Fellows & Co., New York, 1880.
Trent & Wells, Colonial Prose and Poetry, 3 vols., 1901.
Jacobson, Belshazar, New York, 1911.
Jacobson, For Liberty, New York, 1905.

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Verne, Jules, Godfrey Morgan, 1883.
Verne, Jules, Castle of the Carpathians.
Ainsworth's Novels, 20 vols., red cloth.
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Franchere, Gabriel, Narrative of a Voyage to the Northwest Coast, edited by R. G. Thwaites, pub. A. H. Clark Co.
Hill, Life of Stradivara, pub. Macmillan.
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Parker, History of Londonberry, N. H.
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Chopin, Night in Arcadie.
Colchester, Ct., Index to Hist. of, 1901.
Curtis, Natalie, Indians Book, Illus. Harper, 1907.
Dell, Bars of Iron.
Drake, Old Landmarks, new ed.
East Haven, Ct. Register, 1824.
Green, J. R., Studies of England and Italy.
Hapgood, Service Book of Greco-Russian Church.
Heitmann, Historical Register, 1914.
Hollenroth, Costumes of All Countries to 1865.
Howe, J. W., Representative Women of New England.
International Encyclopedia, clo., 1910, or later.
Ischia, Books or prints relating to.
Leonard, Piscataway Settlers.
London, Call of the Wild.
Morris, Heimskringla.
Norway, Naples Past and Present.
Old China Mag., any after Aug. 1904; Oct.-Dec., 1903.
On Track of a Treasure.
Peacock, Maid Marian.
Sargent, Winthrop, Papers Relating to Conduct of Gov. Sargent, Bost., 1801.
Schenectady, First Settlers, by Pearson.
Steel Industry, Report Comm. Corp., pts. 1 and 3, 1911, '13.
Valentine, Manual, 1844-45.
Weed, Thurlow, Autobiog. of.
Woodstock, Vt., Vital Records, 1750-1810.
Genealogies: Buford in America, 1903.
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French, Thomas, Descend. of, v. 2.
Halsey, Thomas, of Herfordshire, 1895.
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Ceremonies of the Mass, McGarvey & Burnett.

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Ingram, Game and the Candle.
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Phillips, Bibliography of Henry James.
Balmer & MacHarg, Waylaid by Wireless.

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Bacon, B. W., Introduction to the New Testament, Macmillan.

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Ireland, 2 vols., ills., Hall.
Irish Lake Lore.

John Howell, 328 Post St., San Francisco, Cal.

Marsh's Manual, Phonetic Shorthand, 1868.
Researches into the Phenomena of Modern Spiritualism, Sir Wm. Crookes.
Log of the Velsa, Arnold Bennett, first edition.
Curran's Speeches and Life.
Grattan's Speeches.
Works of Edmund Burke.
Works of Charles Lever.
Works of Samuel Lover.
Social Psychology, Wm. McDougall.
Lectures and Essays, Wm. Kingdon Clifford.
The Quest of the Arabian Horse, Homer Davenport.

The H. R. Huntting Co., Myrick Bldg., Springfield, Mass.

Worcester Directory, 1920.

A. J. Huston, 92 Exchange St., Portland, Maine

Boutell, Charles, E[illegible] Pa Heraldry.
Chamberlain, Passin[illegible] Armies, N. Y., 1915.
Mabie, Young Folks Treasury.

G. A. Jackson, 20 Pemberton Square, Boston, Mass.

Cushing, Anonyms, 1891.
Norman & Houghton, Mass. Evidence.
Book Prices, 1918, 1919.
Hall, Land Titles.

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Mathes, Coming Through the Rye.

Johnson's Bookstore, 391 Main St., Springfield, Mass.

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Winsor, The Mississippi Basin, 1895.
Winsor, The Westward Movement, 1897.
Hennepin, A New Discovery, etc., Reprint from edition of 1698. 2 vols., 1903.
Reynolds, My Own Times, Reprint edition only.
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Benjamin, Pioneer, Washington, 1907.
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Beschke, The Dreadful Sufferings, etc., St. Louis, 1850.
Bode, Franz Hals Berlin, 1914.
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Bouchard, Travels of a Naturalist, Lon., 1894.
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Brown, Portrait Gallery of Celebrated Am., Hart, 1846.
Bruce, Memoirs of, Dublin, 1783.
Burroughs, Notes on Whitman, N. F., 1867, and all first eds.
Butler, The Once Used Words in Shakespeare, 1886.
Byron, Childe Harold, London, 1812-18, 3 vols.
A True and Minute History of James King of Wm., San Fran., 1856.
Catlin, N. A. Indians.
Collins, History of Kentucky, 1874.
Cooper, The Spy, N. Y., 1821, 2 vols.
Dana, Two Years Before the Mast, N. Y., 1840.
David, Life of.

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Douglas, Fra Angelica, London, 1902.
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Emerson, Essays, Boston, 1844, 2nd Series.
Grierson, Bikar Peasant Life, London, 1885.
Goethe, Faust, Parts 1 and 2 in German, Stuttgart, 1808-31.
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Grolier Club, Curtis, Washington Irving, Woodberry, 100 Famous Grolier Books, Boccaccio Life of Dante.
Hardy, Dynasts, vol. III, 1st ed.
Hearn, Two Years in French West Indies, N. Y., 1890.
Higginson, Concerning All of Us.
Hoskyns, Jardon Valley and Petra.
Irving, Knickerbocker's History of N.Y., 1809, 2 vols. The Sketch Book, N. Y., 1832, The Alhambra, N. Y., 1832.
Johnson, Pyrates, 1724, 2 vols.
Johnston, Experiences of a '49er, Pittsburgh, 1892.
Lancaster, Historic Va. Homes and Churches, Lipp., 1915.
The Lark, vol. 1.
Leeper, Argunauts of 49, South Bend, Ind., 1894.
Lee & Hutchinson, History of Kentucky.
Ford Theatre Play Bill, Lincoln Assassination.
Lincoln, Works, Gettysburg edition.
Littledale, Sheep Hunting in the Pamius, 3 vols.
Longfellow, Evangeline, 1st ed., boards.
Marshall, Kentucky, 1812, vol. 1 only.
Marysvale City Directory, 1853. Hale & Emory's.
Mason, Life of Gilbert Stuart, 1879.
Melville, Mowby Dick.
Mitchell, Life of George Moore.
Mitchell, Hugh Wynne, L. P., 2 vols.
Moreau, Events in the History of N. Y.
Morley, Parnassus on Wheels.
Noyes, Selected Dramas of John Dryden.
Oppenheim, The Hill Man, 1st ed.
Ovid, Metamorphoses, Paris, 1767-71, 4 vols.
Perrot & Chipiez, History of Art in Primitive Greece, 2 vols.
Poe, The Raven and Other Poems, N. Y., 1845.
Bernard, Biog. Geoffry Tory, Riverside Press, 1909.
Riverside Press, Chaucer Parlement of Foules.
Sailors Narratives of Voyages Along the N. E. Coast, 1905; Song of Roland.
Robinson, E. A., Capt. Craig, N. Y., 1902; The Man Against the Sky, N. Y., 1916.
Roosevelt, The Wilderness Hunter, L. P.
Report on Beach and Water Lots San Francisco, 1850.
Smith, The Book of the Mormon, Palmyra, 1830.
Stevenson Works, 26 vols., Thistle edn., Poems edited by Hellman, 2 vols., Bibliophile Society.
Strachey, Landmarks in French Literature.
Vincent, A Map of the State of California.
Walpole, Anecdotes of Painting, Lon., 1870-71, 3 vols.
Waugh, Autobiography, Oakland, Pacific Press.
Webster, The Gold Seekers of 49, Manchester.
Whitman, Leaves of Grass, N. Y., 1856, any 1st ed.
Whitney, Life on Circuit with Lincoln, 1892.

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York, Our Ducks.
Phillips, Henry Wallace Red Saunders.

Pennsylvania Terminal Book Shop, New York City

Williamson, Lord Loveland Discovers America, D. P.

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List of Early American Silversmiths and Their Marks, by Hollis French, The Walpole Society, New York, 1917.

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Roycroft Press Book of Job.
Bhagavadgita, translated by Wilkins, 1785.
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American Journal of Science and Arts, May, 1862, vol. 33.
Baum, Enchanted Island of Yew.
Budge, Dwellers on the Nile.
Chandler, J. E., The Colonial House, McBride.
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Graham, A., Roman Africa.
Hind, Short History of Engraving.
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Nietzsche, Birth of Tragedy.
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Powys, Visions and Revisions.
Rolland, Michel Angelo, Trans. Lee.
[illegible] of the "Pretty Polly."
Sinclair, Love's Pilgrimage.
Wagner-Wesendonk, Correspondence, trans. Ellis.
Ward, W., Ten Personal Studies.
Roosevelt, Americanism, An Address.
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Roosevelt, American Waterways (In collaboration with others) Philadelphia, 1908.

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Roosevelt, The Strenuous Life, N. Y., 1900.
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Roosevelt, The Philippines.
Roosevelt and Others, Trail and Campfire, Book of Boone and Crockett Club.
Banks & Armstrong, Theodore Roosevelt, Chicago, Stone.
Brooks, S., Theodore Roosevelt, London, Hodder.
Cheney, A. L., Personal Memoirs, Home Life of the Late Theodore Roosevelt.
Clemens, Ancestry of Theodore Roosevelt.
Macdonald, A., Would Be Assassin of Theodore Roosevelt, April, 1914.
McCutcheon, J. T., T. R. in Cartoons.
Parkhurst, C. H., Roosevelt, Hughes and Americanism, 1907.

Charles Sessler, 1314 Walnut St., Philadelphia, Pa.

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International Year Book, 1920.
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Eliot, D. G., Life and Habits of Wild Animals, plates engraved by Whimper about 1882.
Stone's Life of Jos. Brant, 2 vols.

Spon & Chamberlain, 120 Liberty St., New York City
Lyle, Euclidean or Common Sense Theory of Space, St. Louis, 1900.
Russell, Essay on the Foundation of Geometry.

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Croisset, Abridged History of Greek Literature.

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Mayne, Ethel Colburn, "Byron," 2 vols., 1912.
Michaelis, Dangerous Age.

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Expedition to the Philippines, Frank Millet-Harper.

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Hollingsworth Genealogy, 1884.
Pitkin Geneal., 1887.
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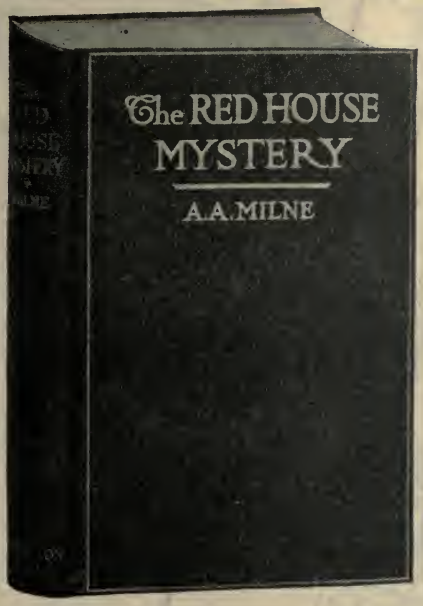

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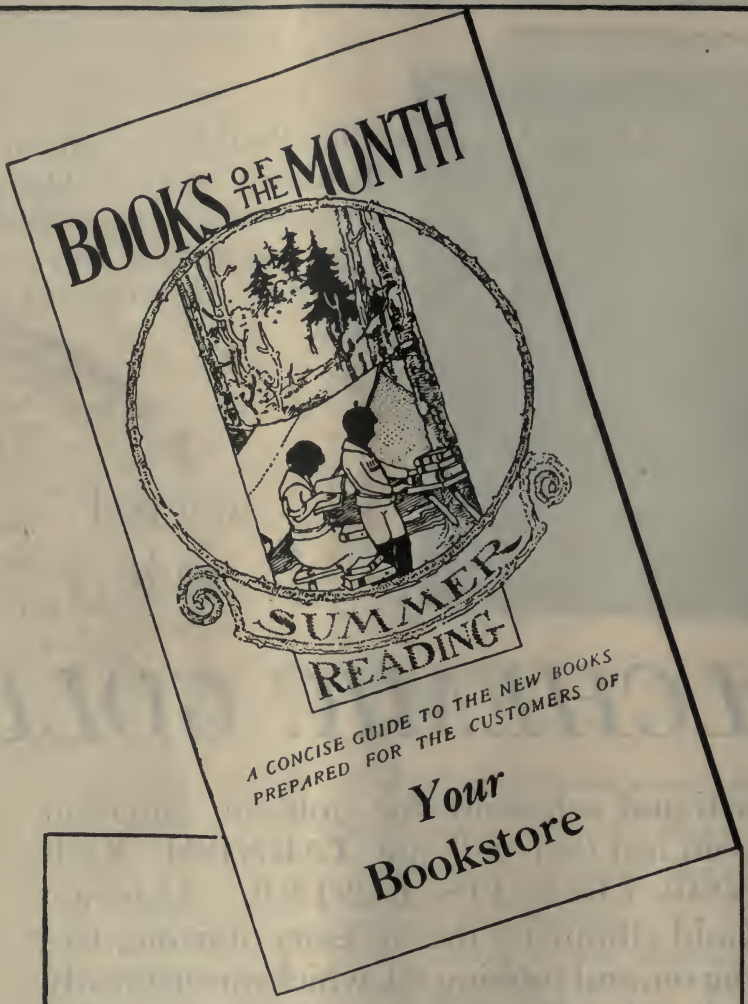

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THE Publishers' Weekly

The American Book Trade Journal

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R. R. Bowker, President and Treasurer; J. A. Holden, Secretary
Entered as second-class matter June 18, 1879, at the post office at New York, N. Y., under the Act of March 3, 1879. Subscription price, Zones 1-5, $6.00; Zones 6-8, $6.50; Foreign, $7.00.
English Agent: D. H. Bond, 407 Bank Chambers, Chancery Lane, W. C., London.

VOL. CI. MAY 20, 1922 No. 20

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Margaret Pedler. *A strong love story of universal appeal. By the author of "The House of Dreams-Come-True," "The Hermit of Far End," etc.* $1.90

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A Masterpiece in Prose

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¶A wonderful story—one of the best things Edgar Guest ever wrote. It shows that "the poet of the plain people" is just as much at home writing prose as he is writing verse.

¶It brings to every father and mother the understanding that all the joys, all the sorrows and all the struggles in life are but character builders leading towards the goal we are all striving to reach, and that it is only "A Heap o' Livin' in a House that makes it Home."

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Glad songs of happy, human hearts and homely, friendly, funny rhymes of every-day people.

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Verses of your folks and my folks and those across the way—the people we know and love, and who love us.

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In this collection of poems, Mr. Guest strikes his highest note. Here is verse that breathes the patriotic spirit of the American people—the spirit that won the World War for Freedom.

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Poems of daily life—of our common joys and common sorrows; poems of high ideals—of duty and friendship and honor; poems that touch the heart, mingled with verse that often forces a chuckle or a laugh.

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Readers were quick to appreciate this new and lively force in literary affairs—and the publishers have not been slow to follow the readers, as the following comparative table of book advertising for the first quarter of 1922 will show, figures which but repeat the record of preceding years.

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	AGATE LINES
The Chicago Daily News	34,222
The Daily Tribune	7,443
The Sunday Tribune	7,808
The Daily Herald-Examiner	363
The Sunday Herald-Examiner	3,984
The Post	23,323
The Journal	260
The American	0

The Chicago Daily News

First in Chicago

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These Books Will Sell Through The Summer

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"The popularity of 'If Winter Comes' must recede as the wave of spring books comes rolling in with 'Saint Teresa' on its crest. . . . 'Saint Teresa' is much finer and bigger than any other novel Harrison has written."—*Detroit Free Press.*

"Certainly the most powerful novel of the present season."—*America.* $2.00

"Q"

Katharine Newlin Burt

"A love story, intensely human, fascinating, refreshing and worth while."—St. Louis Times. The romance of a Westerner who came East by the author of "The Branding Iron." $2.00.

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William MacLeod Raine

A romance of the Northwest Mounted Police and of a man-hunt through the frozen wilderness that will stir the blood of every reader. By the author of "Tangled Trails," etc. $1.75.

SHE BLOWS!

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"A bully book for rugged readers. The perfect complement of 'Moby Dick.'"—Worcester Gazette. "Deserves a place among the maritime classics of our literature."—New York Tribune. Illus. $2.50.

ADRIENNE TONER

Anne Douglas Sedgwick

"Incomparably conceived and incomparably developed. It shows the highest form of fictional art."—New York Globe. "An extraordinary book. . . .The breath of life emanates from the pages, and it is intoxication to breathe it."—Hildegard Hawthorne in the New York Herald. $2.00.

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Three generations of Malins bound by inheritance and the same ambition, sometimes bowed by failure, sometimes grasping at success, are woven together into one of the strangest and strongest of contemporary novels. By the author of "Basin Everman," "Ellen Levis," etc. $2.00.

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By Charles Boardman Hawes
Another splendid romance of the seas, by the author of THE MUTINEERS.
Illustrated, $2.00

THE MUTINEERS
By Charles Boardman Hawes
A rollicking story of wild adventure on the sea. *Illustrated,* $2.00

YOUNG BOSWELL
By Chauncey Brewster Tinker
"Professor Tinker has written not only the best book on Boswell, but the only book which may be called a serious and at the same time amusing story of the greatest biographer that ever lived."—*Philadelphia Ledger.* *Illustrated,* $3.50

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By A. Edward Newton
"Its success lies in the fact that it is highly entertaining, intensely personal, and always delightfully informal. It is the story of Mr. Newton's browsings in books and observations of the political and business world while collecting books."—*Continent. Third large edition, illustrated,* $4.00

WILD BROTHER, Strangest of True Stories from the North Woods
By William Lyman Underwood
"As fresh and unusual and almost as unbelievable an animal story as one would expect to find in the wilds of Africa or on the upper reaches of the Amazon."
Illustrated, $2.00

WILD FOLK
By Samuel Scoville, Jr.
The most seasoned nature-lover as well as the amateur in wood lore will find a wealth of unusual adventures in this new book, by the author of EVERYDAY ADVENTURES. Charles Livingston Bull and Carton Moorepark contribute many realistic illustrations. $2.00

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6	7	8	9	10	11	12
13	14	15	16	17	18	19
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27	28	29	30	31		

OUT TODAY—A. S. M. Hutchinson's great novel, "This Freedom;" also a novelty picture-book for the kiddies, "Kritters of the Kitchen Kingdom," which is going to sell like hot cakes.

SEPTEMBER						
S	M	T	W	T	F	S
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10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

Another Oppenheim, and a charming whimsical love story, "The Man Who Lived in a Shoe," by Henry James Forman. Both will be popular.

OCTOBER						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

The authorized biography of Caruso, and the new Farnol romance, "Peregrine's Progress," which is another "Broad Highway."

Oh joy! "Skippy Bedelle," another Lawrenceville story by Owen Johnson.

These are the leaders on our autumn list, comprising 36 titles, which we have no hesitation in saying has greater selling possibilities than any group of books ever before published by us in one season.

Boston Little, Brown & Company Publishers

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The Outstanding Novel of the Year

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By

A. S. M. HUTCHINSON

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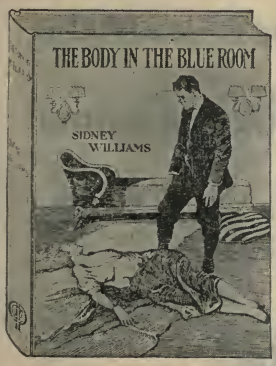

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The book is full of the zest of adventure and danger.

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An o[illegible] [illegible]ned love story

By HAR[illegible] V. C. OGDEN

From a quiet, old-fashioned so[illegible]ern plantation comes Molly, to restless, hurrying New York. She begins hei[illegible]ife there as an art student under quaint Joseph Oliphant, who is almost as lovable as Molly herself.

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John Paris's

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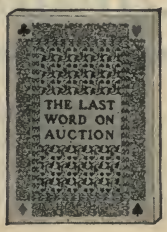

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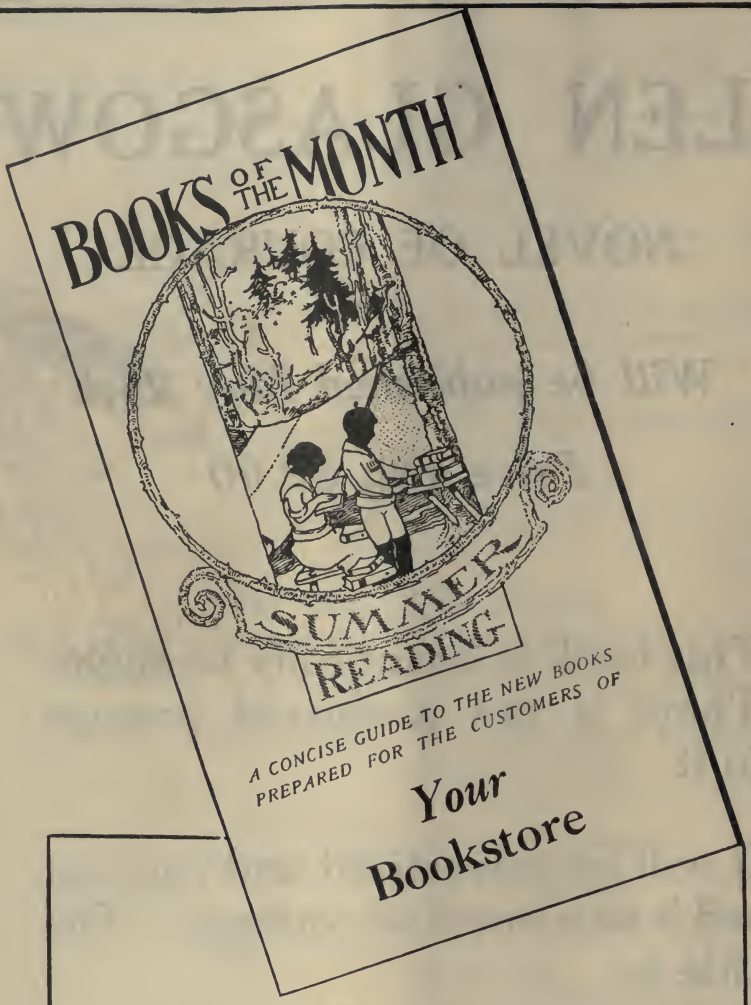

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The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
Founded by F. Leypoldt

May 20, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Still Forward

THE Conventions of the booksellers during the past three or four years have shown such steady increase in numbers and power that it would not have been surprising if there had been some misgivings among the leaders for fear that a pause in the growth might be reached. The Washington gathering showed, however, increases in membership, in attendance, and in sustained interest in the program.

By the time the convention was over and all the figures were in, the membership registration on the Treasurer's books had reached nearly five hundred, which is almost double the record of three years ago. The convention showed no signs of being satisfied with this, however, but its first resolution called for a continuance of the effort to reach a thousand. A strong speech was made by William W. Norman of Baltimore on the subject of obtaining a really adequate national membership. One of the things which reemphasizes the importance of this national growth is the fact that subjects of such universal significance are coming up for action, including the important legislation at the Capitol. Another virtue in such a program of expansion comes from the realization by all, that members coming from a distance bring fresh and distinct contributions to all discussions. The selection of Detroit for the next convention ought to give opportunity to strengthen the membership in the Middle West and to give many new people an opportunity to get the stimulus of convention atmosphere. It should also give opportunity for broader hospitality to Canadian booksellers, who were represented officially this year by Mr. C. Foster Brown of Montreal and also by Mr. and Mrs. W. H. Kerfoot of Smith's Falls, Ontario. The bookselling problem of these two countries are so very similar that there should be frequent contacts.

The cool attractiveness of the convention hall may have been one reason why the attendance thru the different sessions was very large, but it was principally due to the excellent planning of the subjects discussed and the interest that was aroused in the delegates' minds. On Monday afternoon, after the formal reports, two strong and suggestive messages were brought from the northwest. Miss Andrus of Seattle contributed a paper, which she could not be present to read, on "Selling Juveniles the Year Round," and John T. Hotchkiss of the J. K. Gill Co., Portland, delivered a helpful and extremely practical paper on "Modern Bookstore Management." These papers formed a valuable contribution from a distant section of the country and are worthy of most careful reading by every retailer.

Year Round Bookselling came naturally to the front and was emphasized by a complete display of posters and charts, which brought home to the audience the real magnitude of what is being done. Mr. Melcher, as Secretary for the Committee, reported on the present status of the plan on Monday, and Mr. Macauley's admirable rejoinder from the retail point of view was postponed to Wednesday on account of lack of time. This last paper so thoroly covered the retailer's part in the program that it has been specially reprinted and sent out by the Year Round Bookselling Committee.

"Price Standardization," which was the dominating theme of the convention, took its place on the Tuesday program, and the subject was rounded out in a series of four speeches, which give the book-trade a complete view of this subject so vital to trade interests. These papers deserve careful reading by those who are interested in book-trade progress, and the subject could hardly have been presented more completely and more systematically. The book-trade showed several times, thru the convention, that it realizes its immediate problem in fostering a wiser attitude among its members on the question of price maintenance on current books. This point was strongly emphasized in the resolutions and was present in much of the informal discussion.

What Next in Association Work?

THE resolutions of the convention seemed to embody more completely and carefully than has ever before been the case the subjects that are to the front in the minds of the bookseller. The Committee, under the experienced leadership of Vernor M. Schenck, drafted a score of resolutions that were admirably drawn.

In the field of retail progress the suggestion was made that there should be a particular emphasis in bookstores during the next few years on salesmanship and on the training of salesmen. Booksellers were urged to start their training classes, and in the larger cities it was suggested that groups should be got together for continuous and systematic study along the line of what had been undertaken in Philadelphia and in New York. It was suggested that the Executive Committee should prepare during the next year a pamphlet on cost keeping, an effort similar in scope to what has been accomplished by several national associations, including the Stationers, and it was suggested that the President should send out to members an occasional bulletin containing articles not only on cost keeping but on accounting, the training of booksellers, etc.

The Year Round Bookselling plan was given hearty appreciation, and full co-operation was offered for another year, and the convention urged the reconsideration of an advertising campaign such as was proposed at the Philadelphia Convention.

These suggestions of association work, both for training and sales expansion, will give the new Committee important plans to develop and make practical during the next year. Besides this, it will have important legislative subjects to face—the need of passing the Price Standardization Bill, the need of proper tariff schedules, especially as to book binding in the Fordney-McCumber Bill, and the support of the new Copyright measure. The perennial subject of discounts was given careful and tempered consideration, and the new Committee was urged to do what it could to make universal the minimum discount of a third and five, which retailers are now receiving from most publishers, and to urge that the discounts on pick-up orders from dealers who are attempting to carry a real stock should be the same as on the orders given to travelers.

A Contested Election

THE business meeting of the convention, held on Wednesday afternoon, took on special, and, to most of those present, unexpected excitement because of rival tickets for the election, so that this election was more exciting than usual. When delegates came into the hall, Mr. Hamblen was passing out ballots which were headed "Reconstruction Ticket and War Cabinet," and its text claimed that the nominees stood for vitality, progress and the greater development of the book business." When the report of the regular nominating committee was presented later, it was found that the new ticket duplicated the other in its first Vice President, Mr. Estabrook, and Treasurer, Mr. Kidd, but had changed the other four officers drafting Mr. Nye and Mr. Hotchkiss from the names presented for Board of Trade.

The selection of the regular ticket had been made by a committee of five consisting of Walter S. Lewis, H. V. Korner, M. G. Nusbaum, L. W. McFarland and Mrs. Morris. The rival ticket was sponsored in an eloquent speech by Walter McKee of J. V. Sheehan Company of Detroit, who claimed that it was a time when there was need of a fighting cabinet and one that would take up the enthusiasm of this convention and translate it quickly into action. He felt that by having Simon L. Nye of Washington as President, whose handling of this convention had been so extremely able, and by having near him in Baltimore the First Vice President and the Secretary, they would be able to handle the needs of any situation better than the more widely scattered regular ticket.

Charles E. Butler seconded the argument, claiming that there was so much legislation to the front that to have the President located in Washington would be particularly valuable. Mr. Melcher pointed out that in planning the new ticket there had been a loss of balance and proportion and that for the Booksellers' Association to have an executive committee of six with no women represented was an unfortunate step backward. There had been two on the committee during the past year, and the character of the Association's membership indicated that there was good reason for that. He also emphasized the need of recognizing in the vote, as all had recognized in their applause, the exceptional work of Belle M. Walker as Secretary during the past year.

Twenty-second Annual Convention of the American Booksellers' Association

Hotel Washington, Washington, D. C., May 8, 9, 10, 11

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First Session—Monday Afternoon, May 8th

The Convention was called to order at 2:30 by President Herr.

President: When our good friend, Simon Nye, invited us to come to Washington for the convention, he promised us a good time and that everything would be satisfactorily arranged. If you have had an opportunity to look over the programs that you secured in the registration room, I think you will agree with me that Simon has promised to make good. We will be greeted on behalf of the City of Washington by the Secretary of the Washington Chamber of Commerce, Arthur D. Seymour.

Address of Welcome

By Arthur D. Seymour,
Secretary of the Washington Chamber of Commerce.

My friends—I always like to use that term on an occasion of this kind. I hope it may be my privilege at this time. It is a pleasant privilege which has devolved upon me this afternoon to extend to you in behalf of the City of Washington, on behalf of the Chamber of Commerce, which I represent, a welcome.

There is an old saying that "Of the making of many books, there is no end," and I have often wondered what the author of that saying would have thought could he have gone into the modern bookstore of today. Suppose he had gone into the department presided over by our friend, Mr. Nye, or into the Brentano store where Mr. Avery is manager, what would the man have thought, who, years and years ago said: "Of the making of many books, there is no end?"

In welcoming you to our city this afternoon, we welcome you as well to your city, for there is no American today who has not the right to claim a share in the city of Washington; it is the nation's city. We speak of New York and we think of that great metropolis upon the Atlantic seaboard,—of Chicago, and we think of the bustling, stirring city of the Middle West—of New Orleans, and a picture of the sunny South comes to mind. We have on the Pacific Coast, Los Angeles and San Francisco, and we think of those cities out there that belong to the Pacific seaboard.

But when we think of Washington we think of the nation's capital; we think of that city which of right has come to be known as the heart of the nation. It is your city as well as mine. You have a share in all that makes it great.

There is one thought that I want to leave with you as I close. Recently we passed thru the greatest crisis that the world has ever seen. During that period, on numberless occasions the patriotism of this republic and its individual cities was made manifest, but I want to leave with you the thought, this afternoon in the beginning of your deliberations, that there are two kinds of patriotism. There is the patriotism that shoulders the musket, carries the flag, does its part in battling for country and for home. That patriotism is worthy; that patriotism should be emulated. We are proud that we have that spirit of patriotism in our land, but my friends, there is another patriotism. There is the patriotism of the men and the women and the children

in the homes of this country, in the business and life of our nation. As you and I come in contact with one another and with our fellow man in the daily duties of life, the question comes up over and over again: What is best for me? What is best for my family? What is best for my town? My state? What, after all, is best for my country? The patriotism of peace. In these trying times of reorganization and regeneration in this country, there devolves upon us the necessity of inculcating the doctrine of the patriotism of peace.

Welcome to our city! May your stay here be so pleasant that when the time shall come for you to select the meeting place for your next convention, your eyes shall turn again to this beautiful city of ours, and you may have as an incentive the pleasant visit that you have had here in your city of Washington.

[Applause.]

President's Address

By Eugene L. Herr

FELLOW-Members of the American Booksellers' Association and Guests:

It gives me great pleasure on behalf of the Association to welcome you to this the twenty-second Annual Convention. The Association is now fully of age and is indeed a lusty youth.

It seems to me that we are particularly fortunate at this time in meeting in the National Capitol and amid such delightful surroundings.

Your officers have endeavored to carry on the work of the Association during the past year as actively as possible and have handled many important matters as they have arisen.

In the matter of membership the Membership Committee under the capable leadership of our Secretary, Miss Walker, has been very active thruout the year, and her report will show that we have increased the membership of the Association more than has been done in any preceding year. The goal set at last year's Convention is far from being reached and until it is reached, one of the chief efforts and activities not only of the Executive Officers and the Membership Committee but of the entire membership of the Association should be directed to getting into the fold every retail bookseller and the head of every book department in the country.

Membership

The Association will never be as active and influential in trade affairs as it has the power to be until this ideal is accomplished. I hold with Lord Bacon that "every man is a debtor to his profession from which as men of course do seek to receive countenance and profit so ought they of duty to endeavor themselves by way of amends to be a help and ornament thereto," and in no sense is a business man a greater debtor than in the obligation he is under to belong to and to support in every way, financially and morally, the national trade association of his craft. The new roster of the Association which has just been published lists the names of those booksellers in this country whom I please to consider the "honor roll" because they have fulfilled this obligation. I am hopeful that in the year to come every member will endeavor to do his share in membership work by enlisting the active support of other booksellers who have not yet joined the Association.

Optimism the Keynote

We of the book-trade in this country owe a great debt to the little band of devoted men who first actively strove to rebuild the shattered trade of bookselling when at a period twenty years or so ago it was in great danger of passing out of existence. They laid a foundation upon which has been built a business edifice which is gradually attaining greater proportions and we, who are in the business today, are profiting from their efforts to improve business conditions in the book-trade. We should continue striving to make the edifice better and stronger and should perpetuate the good which has been accomplished.

I think it is safe to say that no business in the country has weathered the storm and stress of the past two years of business depression in better shape and no business stands today on a more substantial foundation than the book business. The keynote which has inspired the Program Committee which arranged this convention has been one of optimism and I believe that they have struck the right keynote. I believe that, in a general way, all business has weathered the worst of the storm and is gradually on the mend and I am inclined to think that the problems which have thrust themselves upon us in one way or another during the past two years can all be solved. Every member of this organization must strike the same keynote and push forward in order that our common business may reach the high place which it should occupy.

Among the various conditions which have confronted us during the past year one which assumed the greatest importance is the tendency here and there among publishers

and also among booksellers to forget that the business we are engaged in is a common enterprise and to forget that we are all bound together in working for the common good. There seems to be a tendency now and again to try to slip something over on the other fellow. This has manifested itself sometimes in an occasional effort to cut prices and again in the offering of preferential discounts to special classes of customers such as ministers, authors, teachers, etc. To me, it has seemed that the most fundamental thing in the book business today is to maintain absolutely the integrity of the net price system and the instances of failure to maintain it which have come to our attention are serious because they threaten that system.

Earlier Price Cutting

At the risk of repetition I feel that it is necessary to go back into those days when the founders of this Association made their first efforts to build up something substantial for the book business and to recall to your minds that period when the published price of a book was absolutely fictitious and when books were sold to everyone at a discount and at cut prices, which eliminated all possibility of a profit to the retailer.

This practice had its inception forty or fifty years ago when in the long period of depression and decline of prices subsequent to the Civil War and the panic of 1873 an absolute spirit of individualism ruled in business, and cut-throat competition was rampant. If there are any persons here who can go back in their minds to this distant period in the book business they will recall that this condition began by booksellers themselves giving preferential discounts to special classes of people; at first, these discounts were 10% and then 20% and pretty soon the discounts were being given to everybody. Not satisfied with this, popular books were frequently used by department stores as leaders at prices which were, or were very near, the wholesale price. The result was that a very adequate system of retail book distribution in the country was gradually demoralized and a large number of excellent book men were either driven to the wall or slowly drifted into other more profitable lines of merchandising.

By 1900 it looked as tho the genuine bookstore would be annihilated and it was at about this period that a very small number of devoted book men banded themselves together in the American Booksellers' Association and made a start at rebuilding and again dignifying the profession of bookseller.

Any of you can recall the long years of effort which were required to restore bookselling to a sound position. It took almost ten years of unremitting effort to accomplish what we now know as the net price system, which means that the price at which the book is published and offered by the publisher is an honest price and the price which every retailer should secure in order to have at least a safe working margin on which to conduct his business. For a period of ten or a dozen years the net price system has been maintained to a very commendable degree and the results are apparent in the growth of the book business, the improvement of bookstores, the increased number of bookstores and the better facilities for retail book distribution.

PRESIDENT EUGENE L. HERR (RIGHT) AND TREASURER JOHN G. KIDD ARE JUBILANT OVER MEMBERSHIP INCREASE.

It has seemed to me that we are now passing thru a period which is analogous to the period which succeeded the Civil War, and it is of the utmost importance that we should take a lesson from the book of experience and if possible, prevent the book-trade from drifting into the Slough of Despond into which it fell during the eighties and nineties of the last century.

The cases which have come to our attention during the past year are such as to incline us to believe that unless the Association is very keenly on its toes to combat these conditions as quickly as they arise, just this con-

dition might very easily repeat itself. I have taken the occasion, whenever my attention has been drawn to individual cases, to take the matter up with the offending bookseller or publisher to try to make him see that his actions threaten the whole validity of our price system, and while I do not intend at this time to go into details of instances and cases I am happy to say that in many of them, once the seriousness of the matter was brought to the attention of the persons at fault, endeavors have been made to rectify their trade practices. I want to take this occasion to say, publicly, that true building in the book business will never come about by an endeavor to beat your competitor, your fellow bookseller, by the practice of cut prices or preferential discounts. Above all, every one who is in the business today, in any field, should realize that the work of the past two decades must not be broken down and again I repeat the integrity of the net price system must be maintained.

Books as Premiums

We believe that one of the surest methods of attaining a sound basis for the book business, as well as all business in the country, is thru the enactment of legislation such as is provided for before the present Congress by the Stephens-Kelley Bill. We have felt that this situation is of such importance as to warrant it being given full consideration by this convention and the greater part of both sessions tomorrow—Tuesday—will be devoted to a discussion of this important subject and the various aspects of it will be presented for your consideration by Representative Kelly, the sponsor of the present bill and Joseph E. Davies, General Counsel for the American Fair Trade League.

Such being the case I feel it is not necessary for me at this time to go into the details of this important step in legislation, but we are thoroly convinced that it is essential to the future stability of our trade.

A practice into which a number of publishers have been inclined to drift during the past year and which was brought very prominently before your Board of Trade and the Executive Committee, and against which we lodged a strenuous protest was the practice of permitting new and very popular books to be used as premiums for magazine subscriptions, the books either being given away free or sold at a ridiculously low price, in connection with the subscription, as compared with the price which the bookseller was compelled to ask in order to secure only a nominal profit. After considerable correspondence, I wrote the following letter to about sixty-five of the leading publishers in the United States:

Gentlemen:

"The Retail Book Trade of the Country has been very much upset in recent months by a perfect deluge of special offers which are being made by certain of the magazines either to give new books as premiums with their subscription, entirely free of charge, or to sell them to subscribers at prices which are ridiculously low compared with the prices at which the books were offered for sale thru the regular book-trade channels in the very recent past.

"It seems to us that this is a tendency which will very seriously undermine the retail booksellers if it is continued. It would certainly have an inclination to lead the public to view the price at which the bookseller is compelled to sell the book, in order to make a very meagre profit, as a perfectly fictitious and utterly exorbitant one, and it is surely most discouraging to the bookseller himself.

"This practice is one for which the publisher is individually responsible inasmuch as the sole control and ownership of the book is invested in him by the Copyright Laws of the United States. A list of these offers was recently collected and published in the WEEKLY by the Board-of-Trade of this Association and it is certainly discouraging to find in this list the books of some of our most reputable publishing houses.

"I believe that the retail book-trade has in the past few years been earnestly endeavoring to increase the market for books and such practices are surely taking the ground from under their feet.

"This letter is being written to all of the leading publishers in the country without regard to whether any of their publications have been used in this manner or not, as we feel that a continuance of this practice is most dangerous to the present system of retail distribution. One consideration which should certainly be borne in mind is the fact that magazines represent the most serious competition that books have. In the first place, they are subsidized by a preferential postal rate and their cost for artistic and mechanical production is largely paid by the advertiser. In addition to this, the very bulk of reading material which the magazine reader gets prevents him from having the time as well as the money for the acquiring and reading of actual books. There is a very large proportion of our population whose entire time for reading is consumed in following the daily papers and current magazines.

"Nobody can prevent this, but most certainly the book publishers are undermining their own business when they allow their own books to be used in cut price offers for the building up of subscription lists and the increase of the number of magazine readers.

"It seems to us that we are at a period when publishers should scrutinize most carefully the situation before entering into any such arrangement with magazines with regard to their own publications. We are very fearful that the trade is facing a condition wherein the net price system may be seriously menaced and we believe that it is of the utmost importance that every factor in the trade should hold together for a maintenance of this cardinal principle.

"The retailer is just as vitally interested as any other person in having the prices of new books to the consumer reduced just as rapidly as conditions warrant, but such reductions should come about in an orderly fashion and not in a mad scramble to get temporary business away from the other fellow."

I endeavored in this letter to cover all the salient points in this connection, and I still feel that every argument is sound and hope that publishers will see the evil in this practice and will discontinue it. Many replies to this letter were received altho not every publisher to whom it was mailed did reply. One or two publishers who were very prominent among the offenders failed even to answer the letter and one publisher who had proved a notable example commended the fairness of the argument

on the particular book in question there were but contended that in his particular case and other considerations which entered into the situation. Quite a number of publishers replied that they never had indulged in this practice nor did they intend to do so and several, who in the past had allowed some of their books to be used so, advised that they have decided they will not again participate in such a combination offering.

In the matter of trade discounts there has been practically no change during the past year. The situation from the booksellers' standpoint remains as it was, *i. e.*, that a minimum discount of 33 1-3 and 5% is absolutely necessary for the safe and sound conduct of a retail business and the one recourse which exists for buyers is to protect themselves as far as possible by stocking only such items as will give them this discount or more. Personally, I am inclined to think that an average discount of 40% is really necessary to put the book business on as profitable a basis as most other merchandising lines are today, but I doubt whether it would be a sound move to insist on this as an absolutely minimum discount at the present time.

Minimum Discount

I am sorry to have to report that there are still quite a number of publishers who have not met the request of the Association for the minimum discount in so far as reorders and pick-ups are concerned, and while they have some ground for the contention that the handling of small orders is a costly process and therefore that they are justified in refusing a better discount than 33 1-3% on the same, I am personally of the opinion that where cordial relations exist between a bookseller and a publisher and the bookseller is stocking the publisher's list in so far as he is able and is giving a representative stock order to the publisher several times a year, when the travelers call, that he should be permitted to keep his stock filled up between times, even in small quantities, at whatever discount has been established by the original purchase.

As prices tend to decline, the necessity for the minimum discount recommended becomes more and more essential inasmuch as the dollars and cents profit decreases with the decrease in price whereas much of the cost of handling remains the same.

It would probably be unsound business at the present time when the public is demanding lower prices for the bookseller to ask for a larger discount, but we are on sound ground in insisting on the minimum discount on which we have contended for the last seven or eight years. One remedy which lies in the hands of every buyer is to pick and cull out more carefully the items which he can possibly do without and concentrate to a greater extent his purchases on the items which are sure sellers.

A large part of the remedy in this respect lies in the hands of each individual buyer, and each buyer should exercise his prerogative of buying what he feels sure he can sell on the best possible terms. Most stocks would be greatly improved if the buyer would exercise a greater care in selection and elimination, especially cutting out a duplication of lines or items which are not necessary to his success in business.

Year Round Bookselling

In the matter of trade expansion, great progress has been made thru the "Year Round Bookselling Campaign" which is now being conducted by the National Association of Book Publishers. A full report on the activities of this committee will be made later in this session by Mr. Melcher, the chairman of the committee. I believe that a considerable measure of success attended the first year's efforts of this committee and profiting by observation and experience, their plans for the present year's campaign were laid out on broader and better lines. Much has been done in teaching the individual dealer the saleability at all times in the year of various classes of stock which he is accustomed to carrying but without the proper amount of exploitation. Great improvement is noticed this year in the character of the posters which are being distributed by the committee. They are coming to us in so artistic a quality that no dealer need feel hesitant to use them in windows of the most exclusive character. They are really of great permanent value and many of them can be used from time to time with great profit. The committee has felt that many dealers have failed to get the full benefit of its efforts because they were not cooperating to the fullest possible extent. I hope that this situation will be rectified and that every dealer will carefully consider all the suggestions which are presented to him and use to the greatest possible extent all the material which is provided.

Too much credit cannot be given to the activities of the committee which have made it possible for a great amount of book news material to appear in the magazine columns and in the daily press thruout the country about books, book ownership and book collection. I believe that along this line the work of the committee is of the greatest value to booksellers and to the whole cause of book promotion.

Last year our association appropriated $1,000 toward the expenses of Children's Book Week. In preparing the budget for the financing of this year's campaign the subscribing publishers have undertaken to underwrite the entire expense, including all the expenses for Children's Book Week. I am hopeful that some plan may be presented to this convention whereby this Association itself may aid in some phase of book promotion aside and apart from the particular activities of the committee.

It is a matter of sincere regret to me that the wider scope of the original cooperative campaign, which was proposed by this association two years ago, was never achieved, and I am still hopeful that a fall publicity campaign will some day be launched by the Publishers' Association which will include a considerable use of display publicity on books as gifts and on children's books in our leading popular magazines.

Booksellers' Advertising

The Greeting Card Association which has used this form of publicity for several years has found it of incalculable value in building up the wider and continued use of greeting cards, and I have just learned that this year the manufacturers of gift stationery are going to use the same plan of advertising, cooperatively, in putting before the public next fall the desirability of gift boxes of writing paper for Christmas presents.

While there has been a great measure of improvement in the advertising of individual publishers, I sincerely believe that if ever the time comes when the Publishers' Association can see its way clear to spend from $50,000 to $100,000 in a publicity campaign of this character, they will be amply repaid in the future growth of the business. I do believe, however, that the committee in going ahead on the present lines, has been building up solidly from the ground.

So far as the retailer is concerned, I believe that he can best aid and cooperate in a campaign of this kind not so much by contributing to a general fund for publicity as by investing his money in local newspaper campaigns which will direct the public's attention to his store as linked with the national effort.

The association has made a step forward this year in the handling of the convention on an independent financial basis and apart from any monetary contribution from publishers for entertainment. This is the reason for the registration charge which has been made. It will provide for the cost of entertainment at this convention. It leaves the association as an independent unit without any strings attached and I believe before the convention is over you will agree with me that the nominal registration charge which has been made was trifling for the entertainment which has been provided by the committee.

In casting a backward glance over the two years during which I have served as President of our Associaton, I feel, that we, of the book-trade, have a right to be proud of the showing which it has made during this period of general business depression and a period during which business and trade practices have been to a considerable extent demoralized. The book business has learned a good lesson. The volume of business has equalled and in many cases surpassed the preceding years which were fruitful ones in all lines, and the great body of book readers which increased rapidly during the war period has been held in their love for books and reading; and I believe that the habits of reading which have been implanted can be maintained and increased. It is of vital importance that both publishers and dealers alike should exercise the greatest care in the character of books which they present to the public. Their books must be worth-while, the trivial must be shunned if we would maintain our hold on the public.

Fewer and Better Books

The recent decline in prices of many of the cheaper lines of books which has been made possible by somewhat lower costs of materials, should greatly increase the volume of business in this class of merchandise, and it is only by an increase in volume that the publishers who have taken this aggressive step can come out whole. In this connection, I hope that all publishers will endeavor to make their prices just as low as is possible, consistent with substantial manufacture and a reasonable profit to themselves.

We should again reiterate the slogan of "fewer and better books." Greater quantity production of fewer items will answer many of the problems which present themselves to publishers and booksellers alike and will simplify the whole future course of our business. I realize that this is a difficult prescription, but it is one which is today facing the manufacturer in every line, and it is thru this alone that we can have a gradual lowering of prices while still maintaining a standard of excellence.

The public today is not looking for cheap goods, but it is weighing and considering carefully the value which is offered for its money. We are engaged in one of the best and most attractive businesses in which it is the privilege of any man or woman to be engaged. We are building up culture and taste. and the bookseller today ranks with the teacher and the preacher in influence on the life of

the community. Any community is better if it has in its midst a well-stocked bookstore with the proper atmosphere enveloping it, and I feel that you can all be proud of the profession in which you are engaged for your livelihood.

We have an opportunity presented by this convention for an exchange of ideas and a presentation of problems which should send each individual member who is present, home with a broader vision and a greater conception of his or her usefulness.

I have looked backward to point the morals of many of my observations but I am looking forward, hopefully and enthusiastically, to a greater sphere of usefulness for each individual bookseller and to more power and greater usefulness for this Association.

I want to take this occasion to thank all the members of this Association for the cordial support and cooperation which they have given me during my administration, but I want to make special mention of those executive officers who have done so much to make it a success.

To our secretary, Miss Walker, who has labored most diligently during the past year as chairman of the Membership Committee, I believe is due an unusual measure of thanks and also to the treasurer, Mr. Kidd, who has carried on the activities of his office so assiduously that in spite of the heavy appropriations which have been made to the book promotion work, our treasury is in the soundest possible condition. To Mr. Nye, the chairman of the Convention Committee and to Mr. Estabrook, the chairman of the Program Committee, and their assistants on these committees is due great credit for the complete success which I believe will follow the various business sessions and entertainments of this convention. A few weeks ago when the unfortunate fire at the Willard completely upset the committee's plans for the convention headquarters, Mr. Nye acted with commendable energy in quickly making other arrangements.

I am glad I am in the book business. I have tried at different points in this address to tell you why I am glad that I am in the book business, and I hope to continue in this business to the end of my days.

I am very proud that this Association should have deemed me worthy to serve as its President for two years, and I thank you all for having so honored me. I have tried to carry on the activities of the Association to the best of my abilities and hope that I shall be able to turn them over to the president who will follow me in such condition that it may continue along broader and stronger lines year after year.

I sincerely hope that the days which are to follow during this convention will be both profitable and pleasurable and that you will return to your homes and your daily duties, inspired by new ideals and by a broader grasp of the possibilities of the business in which you are engaged.

Report of the Secretary

By Belle M. Walker

I HEARD someone say when we got off the train, that Mr. Conover had said that after he ate that luncheon that the Baltimore & Ohio had prepared for us,—which was especially delicious, that he felt both revised and enlarged, in the terms of the booksellers. Personally, I feel enlarged, but not exactly revised.

It is rather interesting to recall that the themes of the convention twenty-one years ago were "Maintaining Prices" and The Net Price System. Dr. I. K. Funk of Funk and Wagnalls said that they both rested with the American Booksellers' Association and now "Price Standardization" is the theme of this Convention and many may think that that also rests with this Association. It is also interesting to recall that J. K. Gill of Portland, Oregon, was on the Advisory Board at that time, and one of the speakers of this Convention is Mr. Hotchkiss of J. K. Gill Co.

Last year the Association offered prizes for the best articles summarizing the Convention addresses and discussions. The first prize was to have been a free trip to the Washington Convention, the second prize free membership in the Association for one year. It gives us great pleasure to announce that the winner of the first prize is Mrs. Mable Arundel Harris of The J. K. Gill Company of Portland, Oregon, whose prize paper was printed in the Convention Souvenir Number of the *Bookseller and Stationer*. The second prize was won by Maude Abbot of W. B. Read & Company, Bloomington, Illinois. Owing to the fact that this competition did not seem to be generally recognized, for we dislike to feel that the booksellers of the country found nothing in that convention that was worth commenting upon—only two responded—and those two were women. Just what this would signify is open to interpretation. The first prize

was not only to have been the railroad fare to Washington but also hotel expenses. As two contributions do not constitute a competition, the committee decided that $50.00 for the first prize was fair.

Caravan Bookshops

In addition to the Caravan Bookshop originated by Bertha Mahony of the Boys and Girls Bookshop, Boston, another was successfully launched by Mr. Hiltman of D. Appleton & Co., who was so impressed with the opportunity for book sales in the small town that he sent his automobile caravan of 800 books, during the summer, thru Long Island, starting from Jamaica. In the fall it toured the Berkshires and New Jersey with notably good results. I received a letter not long ago from a farmer s wife in Kansas. She is the mother of three children all of whom have graduated from universities. She expresses rather vividly what a book caravan would mean to her.

"I had hoped to launch a shop which was to be that alluring thing—a bookshop with a personality.

I had so hoped to help the farmer's wife to a happier solution of the book question. I am that oft-pitied lady, a farmer's wife, and I have tried to interest booksellers in a caravan here. If you could know how we hunger for books. I am quite fortunate because I have access to several K. C. libraries. Then a truly gracious woman in New York sends me many books. But some time surely the farmer's wife will come into her own—and books.

I have sent for Miss Bessie Graham's 'The Bookman's Manual.'

My nearest bookshop is twenty-five miles away, and when you consider it takes two tons of hay or 2½ bushels of wheat to buy a current volume, you can understand what a tragedy a book hunger is for a farmer's wife."

In answer to this I wrote and asked for more information about the price of hay and in reply received the following:

"I was delighted that you were interested in the comparative values of our farm products and books and should be very glad if the publishing of my letter would, in any way, bring the treasured books within our reach. The day I wrote you that letter, I had attended a farm sale where prairie hay sold for $1.50 a ton—wheat was 75 cents and absolutely no market for corn. Corn here is selling for 35 cents with very slack market among the few feeders near.

I always give books for Christmas presents, and my list, quoting from Doubleday Page catalog at whose K. G. shop I bought the books.—

'When Winter Comes'	$2.00
'If Winter Comes'	2.00
'Americanization of Edward Bok'	3.00
'Brimming Cup'	2.00
'Queen Victoria' (Strachey)	5.00
'Ursula Trent'	2.00

and I priced to buy Ford's 'Forty Odd Years in the Literary Shop,' but it was $5.00—so you can readily see how the values affected me. Two whole tons of hay bought 'The Americanization.' Like all the book hungry, I am hoping prices will come down."

Invitations to hold the next Convention have come from the following cities: Detroit, Boston, Asheville, N. C., Santa Barbara, Calif., Milwaukee, Philadelphia, West Baden, Ind., Colorado Springs, and two from Los Angeles, two from New York City, five from Atlantic City.

It seems only just to those interested in the conferring of the Honorary Fellowship to say that Mr. Melcher's name was sent in by several, but as he is chairman of this committee both modesty and ethics resulted in his absolute refusal to allow his name to be used. Hence the ballot was printed without his name. There is no man more entitled to this fellowship than Mr. Melcher. No one has done more for the greater distribution of books than he and it seems as tho some special honor should be conferred upon him as he refused his name to be used in this connection.

BELLE M. WALKER, EDITOR OF THE BOOKSELLER AND STATIONER AND SECRETARY OF THE AMERICAN BOOKSELLERS' ASSOCIATION, AND VERNOR M. SCHENCK, CHAIRMAN OF THE RESOLUTIONS COMMITTEE.

The American Booksellers' Association placed a wreath on the statue of Benjamin Franklin at the celebration of the 200th anniversary of the beginning of Franklin's editorial career on January 17th.

I am not at all sure that it would not interest you to hear about the placing of the wreath. After consulting with the President as to just what sum of money the booksellers should spend on Ben Franklin, we decided that

ten dollars would be quite sufficient. So I was asked to get the wreath. I was quite busy and delayed buying the wreath until the morning of the day. I had consulted with Mr. Butler and he said he would go with me and represent the Association. So I went that morning and ordered the wreath and told the boy to bring it to the office, hoping our boy would take it. I got into the office at 2 o'clock. The ceremony was to be at 2:30, and I discovered that the wreath hadn't come. At 2:10 the wreath came. It was taller than I am, and our office boy was half the height. Mr. Butler hadn't come so I waited for him, sending the boy ahead with the wreath. When Mr. Butler came in one door, I shoved him out the other, and went to the City Hall. When I got there, there was quite a crowd around the enclosure, and there were soldiers and a band. We crawled under the ropes; I went to Mr. Smyth, who was the chairman, waiting for the wreath, and there was no wreath, so I just oozed out under the ropes again and hunted for the boy. There was no boy. So I returned and told the chairman there was no boy and no wreath, and he said: "That's all right; take one of these wreaths." I had never seen the wreath before. It was very much dolled up with the American flag and all kinds of things that I hadn't ordered. He said: "It belongs to somebody; take it." I said: "But it doesn't belong to me." He said: "That makes no difference. I will give it to you and you hand it to me. Now, you step back." I stepped back and he stepped forward. Within two feet of each other he handed me this wreath. I took it and handed it back with great ceremony. With great ceremony he went and hung it on the statue. I came back and heard a voice: "Here I am." The office boy with the wreath. Nobody paid the slightest attention. I said: "Where have you been?" He said: "Been? I've been trying to get here. I got into the subway and the guard would not let me on. I told him: 'But this is for Ben Franklin' and he said: 'I don't care a damn if it's for the Pope.'" So he stole rides on taxicabs and cars and finally got there. So, the *American Booksellers' Association* placed a wreath on the statue of Ben Franklin. [Applause.]

We are very glad to report that among those who have come a long distance to be present at this Convention are A. J. Jarvis of Ottawa, Canada, first vice-president of The Canadian Booksellers and Stationers Association, and C. Foster Brown of Foster Brown Co., Montreal.

We have also received a telegram of congratulation from G. H. Kiat & Co., Malay Peninsula, Singapore, Asia. Mr. Goh Hoodkia, managing partner of G. H. Kiat & Co. sends the following greeting to the members of the American Booksellers Association:

"I take this opportunity of wishing you every success in your work and kindly convey my greetings to all the members."

This is the firm that is proud to carry on the top of their letter-head the following line:

"Member of the American Booksellers' Association."

I wish to thank the President, Eugene L. Herr, for his continued and continuous courtesies and co-operation during the pleasant two years that I have had the privilege of working with him, and also to thank our Treasurer, Mr. John G. Kidd, who has made the Chairmanship of the Membership Committee a very pleasant office, which I must regretfully decline to accept for another year.

The Associated Booksellers of Great Britain and Ireland extend invitation to the American Booksellers Association.

Walter J. Magenis, in a recent letter to your secretary says:

"I have the greatest pleasure in saying that we are holding our Annual meeting in London this year and if any members of the American Booksellers' Association should be in London from June 9th to 12th, I shall be pleased to welcome and introduce them and invite them to our banquet on June 10th."

[On motion duly made and seconded, it was unanimously voted that the report of the Secretary be accepted and spread upon the minutes.]

President Herr: We are very much honored in having with us our fellow bookmen from Canada and if they are in the room, I wish they would stand up so we can see them—Mr. Jarvis and Mr. Brown. Fred H. Tracht is here, not only as an individual member of the Association, but as delegated representative of the Illinois Booksellers' and Stationers' Association, which met in convention last week.

Mr. Tracht: I found in the convention last week, that the Illinois Booksellers' and Stationers' Association was a lively infant, only one-third of age—seven years old, but doing nicely, and well-nourished. The meeting was held last week, May 2nd and 3rd, at Decatur, Ill., and it was a meeting whose keynote was optimism and enthusiasm. The meeting next year will be held in Champagne. Will Johnson of Bloomington is President, and I extend to you all a hearty invitation.

Report of the Treasurer for the Year 1921-1922

By John G. Kidd

Balance in Treasury May 10, 1921		$1132.15
RECEIPTS		
Certificates of Deposit cashed		1000.00
313 members' dues at $10.00	$3130.00	
133 members' dues at $ 5.00	665.00	
3 members' dues at $ 2.50	7.50	3802.50
Interest on Liberty Bonds	42.50	
Interest on Certificates of Deposit	10.00	52.50
		5987.15
		$5987.15
EXPENDITURES		
Children's Book Week-Year Round Bookselling	$1000.00	
Refund of Dues	15.00	
Incidental Expenses	83.20	
Adv. Baker & Taylor *Bulletin*, PUBLISHERS' WEEKLY, *Bookseller & Stationer*	255.00	
Board of Trade General Expenses	100.00	
Fair Trade League	100.00	
Expenses of Speakers to Convention, 1921	271.95	
Expenses of Officers to Convention, 1921	175.00	
Expenses of Convention at Traymore	156.05	
Reporting Convention, 1921	251.65	
Printing, postage, including programs, rosters, fellowship blanks, 1921 circular letters, etc.	994.74	
Stenographic Salary Account	271.00	
Prize for essay to Mrs. Mabel Harris	50.00	
Convention Committee, 1922	200.00	
Certificate	1000.00	
	$4923.59	
Cash on hand May 8th	$1063.56	$5987.15
ASSETS		
4 $250.00 certificates of Deposit 4% *	$1000.00	
U. S. Liberty Bond par *	1000.00	
Cash in Bank	1063.56	
	$3063.56	

* Safety Deposit Box.

COMPARATIVE STATEMENT FOR LAST THREE YEARS

	1919-20	1920-21	1921-22
Dues collected from members	2682.00	2980.00	3802.50
Net expenses, not including purchases of certificates of Deposit and bonds	2674.47	3047.66	3923.59
Net assets end of each fiscal yr.	2758.10	3132.15	3063.56
Membership for each fiscal yr.	272	353	437

TREASURER: Since the Convention was opened this morning with some sledge hammer tactics and all that sort of thing, we have been able to add 26 new members, giving us a total of 462 members in the Association. This means absolutely net and there is no dead wood at the present time in this list. If the dues are not paid within two years the member is dropped from the roster. It seems to me as Treasurer,—I perhaps know more about this membership business altho I have had practically nothing to do with it,—than anyone in the

organization, and I want to say this: that our Secretary, Belle Walker, has accomplished wonders. I think she secured over twenty members herself; the balance of the ten or eleven came in of their own volition and I think instead of wasting the Association's money on Ben Franklin, we should get a large bouquet of American Beauty roses and present them to her, with our compliments. [Applause.]

[On motion duly made, seconded and unanimously carried, it was voted that the Treasurers' report be received and that the books be referred to the Auditing Committee, to report at the Executive Session on Wednesday.]

PRESIDENT HERR: I will appoint the following Auditing Committee:

B. E. Sanford, Chairman.
Frank Zercher of the Regal Umbrella Co., York, Pa.
Fred H. Tracht, Univ. of Chicago Press.

Please arrange with Mr. Kidd to secure his books and vouchers, etc., at a convenient time.

I will appoint these two convention committees:

The Resolutions Committee as follows:
V. M. Shenck, Chairman.
Marion E. Todd
John T. Hotchkiss
Ralph Wilson
G. B. Bingham.

The Committee on Nominations as follows:
Walter S. Lewis, Chairman.
M. G. Nusbaum
Harry V. Korner
L. W. McFarland
Mrs. A. S. Morris.

Arrange your meetings and be prepared to turn in your report at the Executive Session Wednesday at 2:30.

Report of Program Committee

By J. Joseph Estabrook

THE program committee as usual presents its reports in printed form which all of you hold in your hands.

This afternoon we will have presented to us some very interesting and valuable papers on "Modern Effective Bookselling."

"Price Standardization" the big outstanding feature of this convention and probably the most vital subject ever presented for our consideration at any convention will be the most prominent part of our business for tomorrow.

We feel that we should congratulate ourselves that we are to have the opportunity of listening to Hon. M. Clyde Kelley, sponsor of the widely discussed Stephens-Kelley Bill which is now pending in Congress, and Hon. Joseph E. Davies, General Counsel for the American Fair Trade League, and also Hon. John Jacob Rogers, Co-author of the Rogers-Lodge Mis-Branding Bill.

Much of the success for this part of the program is due to Edmond A. Whittier, secretary-treasurer of the American Fair Trade League, and our own Charles E. Butler, chairman of the Board of Trade. Thru their interest and earnest co-operation we are able to have on our program the three best informed men on the subject of Price Standardization.

I want to ask your cooperation in the Wednesday morning program, "The Wrongs and Rights Of It." During this session several problems annoying the booksellers will be brought forward for general discussion. These topics have been received in the form of letters from members of the book-trade. We felt that if all complaints and trade problems were segregated in one session, more of the members

J. JOSEPH ESTABROOK, CHAIRMAN OF THE PROGRAM COMMITTEE

would interest themselves and feel free in expressing their opinions.

Your committee would like you to let us have in written form any matter that you believe is worthy of general discussion and if possible we will try to find someone attending the convention who is thoroly familiar with your problem to lead the discussion.

Now—let us all go to work! Let us make this the most inspiring convention that the booksellers of America have ever held. It is entirely up to us!

Report of Chairman of the Entertainment Committee

By Simon L. Nye

MR. President, Fellow Members and Guests: I am glad to see so many of you here, which proves to me that our publicity has borne fruit. I wish to express my thanks to the travelers who have kindly and liberally spread our propaganda, shown by the registrations here from Oregon and Texas, from Maine, and all sections of the United States. In passing, I want to mention and thank

SIMON L. NYE, CHAIRMAN OF THE ENTERTAINMENT COMMITTEE

by just a word, the following publications, of which I could say a great deal if time would permit, but I will do nothing but mention them and express the thanks of the committee: *The Bookseller and Stationer,* The PUBLISHERS' WEEKLY, *The Modern Stationer & Bookseller,* The Baker & Taylor Company, I and M. Ottenheimer, D. Appleton & Company, *Geyer's Stationer,* L. M. Cross, editor of *Successful Selling,* and Doubleday, Page, who very kindly volunteered to furnish our program for us free of charge, but owing to the principle under which we endeavored to arrange this convention,—that is, to run the convention under the auspices of the Booksellers' Association, we were forced to decline their kind offer. We appreciate it, however. There is one in particular, without whom we could never have made any progress. I refer to our most efficient and painstaking secretary, Belle Walker. (Applause.) She has done wonderful work. She has established vibrations between New York and Washington, and I will confess that I have never had a more extended or extensive correspondence with any female of the species, not even excepting my wife.

I want to thank the members of my committee who have so ably assisted me in perfecting our arrangements here. I am mighty glad to see so many of you here and I am sure that tomorrow this room is going to be crowded, for I understand a great many are coming later today, some having missed the earlier train from New York. We are looking forward to going down in history as the largest convention that has ever been held up to this time. I thank you. [Applause.]

MR. KIDD: I haven't anything to say gentlemen, except that up to within about twenty minutes ago we had 462 members in this Association and we need 38 to make 500. We would like to have them.

PRESIDENT: The first formal paper on our program is on "Selling Juveniles Fifty-Two Weeks in the Year." The paper has been written by Gertrude Andrus, Manager of the Children's Book Department, Frederick & Nelson, Seattle, Washington. Unfortunately, Miss Andrus, who was in the East a couple of weeks ago has been compelled to return, and her paper will be read by Marion Humble of the Year Round Bookselling Committee.

MISS HUMBLE: I want to add just a personal note of introduction to Miss Andrus's paper. The reason she came on a couple of weeks ago from Frederick & Nelson of Seattle, was because they are going to enlarge their children's book department to include adults' books. Miss Andrus has been so successful in selling children's books 52 weeks in the year that they want her to try selling adults' books as well.

Selling Children's Books 52 Weeks in the Year

By Gertrude Andrus

Manager of the Children's Book Department, Frederick & Nelson, Seattle, Wash.

SHE had on a silk dress trimmed with real lace and she wore a few good jewels. She was on her way home from South America with her grandson, who was seven years old and who was to live with her and go to school. When they arrived in New York, she prepared for the long train journey west by buying the child some plasticene and some colored balls which fitted into holes. These were to furnish him with entertainment for three days; but the first day seemed to exhaust their possibilities.

I made his acquaintance in the observation car while I watched him study hungrily the pictures in the *Literary Digest* and in *Asia*. "Did you ever hear about Cinderella?" I asked, "or Peter Rabbit, or Jack the Giant-Killer, or Red Ridinghood?" "No—tell me." And then, "tell me another." I had the same feeling in telling stories to that child that I have when I pour water on a thirsty plant, and the same desire to see growth.

Catch the Child's Own Interest

His grandmother typifies that large group of people to whom a book is the last thing thought of in connection with a child's amusement. To us, who live our lives completely surrounded by books, it is incredible that so many people should be devoid of the least interest in the printed word and should be so unenlightened as not to appreciate what books may mean in the spiritual development of their children.

It's easy enough to sell books to people who know they want them, and *they* are the ones who *will* buy 52 weeks in the year. But the folks whose purchases make up the difference between success and failure in our business are the ones we have first to convince that proper books are as essential as proper food and that they will give as much pleasure as a toy.

That's a pretty hard thing to do and it's an impossible thing to do without the active co-operation of the children. Catch *their* interest, *make* them want to come to see the books, give them the feeling that the shop belongs to them, that the people in the shop are their personal friends, that in the shop there are things going on in which they are interested, and you will have those children not only talking books to their parents but talking about your particular shop as *the* place to get those books.

Probably the most successful event which we have had in our book shop was the boat-building contest which lasted for a week and nearly ruined our nerves and dispositions. And because it didn't double the day's sales, I suppose some folks would call it a waste of time. To us it seems the best of propaganda, for it brought us fifty or a hundred boys during the day, each one doing something that he wanted very much to do and having an extremely good time in the book shop, which from now on will be associated in his mind with an agreeable experience.

We had a display of boat models made by one of the manual training classes and we had an ex-sailor who gave the boys practical instruction in making and rigging boats. We waded in shavings, and knives flourished in dangerous proximity to the other fellow's ears, but we came thru unscathed, fully convinced that it had been good for business and that we had made friends for our book shop who would not forget, and who, when they thought of books, would think of Frederick & Nelson.

One week Peter Rabbit came to see us. He came early in the mornings, and we asked all the littlest children to meet him. He had a little stage all to himself and a sufficient space was roped off in front of it, to prevent the more enterprising among the children from seeing the puppeteer.

A display of rag dolls made by children brought in crowds of people and gave us an opportunity for some good advertising; and a sleight-of-hand performance is going to give the older boys a lot of fun as well as sell a number of books on magic.

A Birthday Mailing List

A few bookstores provide a low table and chairs that fit short legs, and at this table may be found a collection of books just on purpose to be read, and handled, and looked at. This is really good advertising in several ways. It brings the children and mothers in to rest and look at books, and it sells definite books, for quite frequently a story isn't finished when the time comes to go home and so the book must be purchased to still the clamor. Moreover, it helps to keep the rest of the stock free from handling by restless, grimy, little hands.

What counts most in a bookstore is the personal relationship between the buyer and the seller and this is particularly true in the selling of *children's* books. It's so easy to

make friends with children, and it's so much fun, and it's such corking good advertising, for every father and mother thinks of course that their child is a most extraordinary child.

Mr. Hotchkiss, of Portland, Ore., who is here this afternoon, has an extremely clever assistant in charge of his children's department. She uses a birthday mailing list numbering about 2,500 names which is one of the store's most valuable means of publicity and in which she makes memoranda as to what books the child has and what books he wants. This list is consulted whenever a new book is purchased for a child, and the personal touch given in this way brings a customer back when *another* book is to be bought.

It doesn't make any difference how big or how little our business, it can be made bigger by the personality we put into our book-selling, and when we put as much thought into the selling of children's books as we put into the selling of adult books, we shall make books for young folks into a 52 weeks proposition. But not before.

Every alert business man recognizes the fact that by building his business with *children* he is building his business for the future. If their interest in his store is established in childhood the chances are good that it will continue into maturity. There *are* book-dealers, however, who belong to the class which is not interested in children's books. They know very little about children and less about their books, and they are too bored by the whole thing to try to find out more. So they poke what is frequently called the "juvenile collection" into the back of the store, and then sit down and wait for a merciful Providence to send in someone who *wants* to buy a child's book and who is so determined to spend money for that purpose that no obstacle will prevent him.

Books As Gifts

At Christmas time of course, children's books are to the fore. And there we have in a nutshell, the reason why we don't sell them 52 weeks in the year. *Everyone looks on a child's book as a gift.* Most of *us* do. And our customers certainly do. The very first thing that is indispensable to a year 'round selling campaign is to talk books for children as essentials, not as luxuries, as everyday necessities and not as occasional indulgences. We must set ourselves the Herculean task of convincing the grown-up who never read a book thru in his life that books are fundamental in his child's character growth. People will do anything for their children's good; they will even *buy* books for them, if we can show them that it is worth their while.

Intensive advertising can accomplish anything. Isn't B. V. D. a part of our "American language." And doesn't "it floats" mean simply soap to us? If each one of us gives even a part of his attention to children's books for the whole twelve months of the year, we can make the association of ideas work for us overtime, so that when we say "children" people will instinctively think "books" just as they now think "shoes and stockings," "ham and eggs," "Haig and Haig."

Two Things To Do

We need to ally ourselves with every organization in our community which is working for children—women's clubs, parent-teacher organizations, schools, churches, and above all, libraries. We must convince them that we also are an educational institution and that we are actuated by something besides a desire to sell more books. We want to sell *more* books and we want to sell *better* books, and in order to accomplish our ends there are two things we must do.

First: We *must* be interested ourselves in children's books. If we aren't interested, we must pretend we are, until the pretense becomes a necessity. "Assume a virtue if you have it not." It can be done. Two books that will help to do it are Miss Hunt's "What Shall We Read to the Children," and Miss Moore's "Roads to Childhood."

Second: We *must* capitalize our interest by *pushing* children's books, putting them in a conspicuous position in the store, publishing lists on timely topics, circularizing the children as well as the adults, emphasizing personality in the selection of the salespeople and insisting on actual acquaintance with the book sold and a high standard of critical ability. The person who successfully sells children's books really must *know*.

Children's Book Week has shown what we can do when we put our minds to it. And the logical deduction is clear. If we put our minds to it we *can* sell children's books 52 weeks in the year. It means hard work and a lot of it. But there's always this alternative. We can sit and vegetate and mark about forty weeks off our calendar. All *I* can say is that the book-dealer who is content to do that doesn't deserve to sell *any* books 52 weeks in the year.

Some Aspects of Modern Bookstore Management

By John T. Hotchkiss
The J. K. Gill Co., Portland, Oregon.

"EAST is East and West is West, and never the twain shall meet" is not true of the booksellers, for tho separated by days and nights of tedious railroad journey, there are booksellers gathered here today from the four points of the compass, and we meet on the common ground of similar problems and similar aspirations.

We are here for the purpose of getting light, if possible, on some of the problems that beset us, and for the wonderful inspiration that is to be gained from actual contact with a great body of representative men and women engaged in the same line of endeavor.

The keynote of this convention will be, I sincerely hope, one of practical optimism and its object, trade solidarity, for these are constructive forces by which all booksellers may benefit. I trust that it may also be a convention in which practical new ideas will be developed and old ones revamped.

Bookselling a Business

But, after all, ideas can only reach us in the terms of our own mental equipment. What the hen eats is given back in terms of eggs, while the same food given the cow produces milk. The problem then is to be able to recognize the significance of ideas, know why they are significant and the extent of their possible adaptability to the terms of our individual problems.

The old time bookseller bought books rather less with the idea of profit than because he loved them—he handled them—he dandled them—and like Ballinger in that lovable story by Roswell Fields, he hated to let them go, lest they fall into unappreciative hands.

Bookselling was a profession—open to the chosen few and catering to a limited clientele. The commercial spirit was taboo. So wrapped up in what he was doing, so in love with his own wares, was the old time bookseller, that he was in many cases scarcely aware of what was going on in the world about him. Times have changed. The bookseller is ceasing to be the backward child of the business world. Many factors are contributing to this change in his attitude. Prominent among them I think are trade papers, the PUBLISHERS' WEEKLY, the *Bookseller & Stationer* and others with their splendidly constructive editorials and helpful suggestions; the increased discounts allowed by the publishers; and the educational campaign of the American Booksellers' Association.

The modern bookseller tho drawn to his profession today, as in the olden days, by a genuine love of books, and who is as desirous as his ancient prototype of introducing others to the pleasures he himself enjoys, is determined to make a successful business issue of bookselling. He knows that to keep his footing in the modern business world he must conduct his bookselling on a business basis. He must strive like any other merchant, for the extra turnover, to take his cash discounts, to maintain a mark-up in excess of his overhead, and to pay his clerks salaries that bear some kind of relation to salaries paid in other lines.

I am come from the far Northwest, from Portland, the Rose City, the gem in the crown of Oregon the Wonderland, to tell you that the J. K. Gill Co. has faced and is facing the same general problems that confront you. In fact we think we have a greater problem than most of you, and I will tell you why.

In order that we may have a better perspective of the Northwest and of the pioneer conditions that still influence, let us remember that it is only slightly over a century ago that William Cullen Bryant, his poetic imagination fired by the sonorous sound of the word Oregon seen in an old copy of Jonathan Carver's "Explorations," and by Lewis & Clark's wonderful descriptions of the "forest primeval" wrote an undying poem and sang of those "continuous woods where rolls the Oregon, and hears no sound save its own dashings" and thus forever fixed the name "Oregon" on the consciousness of man. It is only slightly over a century ago that the chanting of the *voyageurs* and the thrust of the canoe paddle were the only sounds heard on the bosom of the Columbia, mightiest of rivers, whose shores are now adorned for 200 miles with one of the greatest scenic highways of the world.

In Praise of Oregon

Oregon is almost unbelievably large in area, even today when huge sections, now known as Washington, Idaho, northwest Montana and a portion of Wyoming are no longer hers. The J. K. Gill Co. has a measure of the extent of this territory in the expense accounts of our travelers who cover it from end to end. Let me see if I can give you some idea of the physical proportions of Oregon, for this is an important factor in our problem of book distribution. I will quote from figures given me by John B. Horner, whose book "Oregon, Her History, Her Great Men, Her Literature" is published by us.

"If Belgium, Holland, Servia, Switzerland, and Montenegro, were placed side by side, then to that we added Massachusetts, Delaware, Vermont, Connecticut, there would be left in the confines of Oregon ample room for little Rhode Island."

Mere size, of course, does not make greatness but confidence is felt in the future of this state when it is realized that the greatest portion of the standing timber in America is in Oregon; that there are 23 million acres of land suitable for cultivation.

No Open Sesame to Success

While all these natural assets promise wonderful opportunities for the bookseller of the future, when Oregon shall have 20 million people instead of less than one, they have also constituted a problem that has required in its solving a management necessarily growing more scientific, and an organization necessarily becoming more efficient, as the J. K. Gill Company evolved from that little book and stationery store of 1871 thru successive stages to the present time when it is said to have the largest store in which is operated a retail and wholesale book and stationery business in the entire Northwest. I shall not talk to you about the great wholesale and retail stationery and office supply business of this firm. That is a story in and of itself. Neither shall I go into a discussion of the stupendous school text book business this firm operates in Oregon and Washington, tho it is the largest in the West. I shall not speak of the extensive service in book distribution rendered by our wholesale book department and our library department in their natural territory, Oregon, Washington, Idaho and Northern California. But since the majority of those present are interested in the retail book business, I shall stay primarily with some problems of the retailer, and our solution of them.

There is no more an "open Sesame" to success in bookselling, than there is in any other business.

"The price of liberty," said Patrick Henry, "is eternal vigilance". It is also the price of success.

If there is a bookseller today who does not know with certainty the percentage of his gross sales represented by his overhead as well as his average profit on sales, to him I say, if you can't work it out yourself, put your business in the hands of an auditor, before your creditors put it in the hands of a receiver, for as Little Orphan Annie says "The Goblins'll get you if you don't watch out". It is true that figures may lie. Perhaps some of us may agree with the man who said "There are three kinds of liars, the plain liar, the damn liar, and the statistican," but it is nevertheless true that figures bring to light many important tho sometimes unpalatable facts.

An essential feature of management is the constant study to keep down the overhead. I do not wish to be unnecessarily bromidic but certain fundamentals cannot be repeated too often. San Francisco and Bay Counties Booksellers' League declared their operating costs in 1919 to be 33 1-3 percent of the selling price. This figure may seem to some of us a trifle high, but certainly the overhead is of necessity higher on the coast and in the Northwest than in more central points, nearer to publishing localities.

I think we may safely take it as a fact that the overhead of most bookstores in the large centers approximates 29 to 32 percent of the selling price. If then the average profit approximates 34 percent to 38 percent there is small margin for guess work.

The first thing to seek is an increased volume of sale—a speeding up of the turnover to make the gross profit increase faster than the overhead. For instance, Brown has a book business of $50,000. To handle that business he has to have 3 clerks besides himself and a bookkeeper. His overhead is 32 percent or $16,000. He could handle, and without any increase in rent, heat, light or salaries, say perhaps 20 percent more, or a total of $60,000. This increase in sales without a proportionate increase in operating costs would cause his overhead to drop below 30 percent and thus afford him a good safety margin. Probably more businesses are wrecked thru lack of the understanding of the turnover and how to secure it than thru any other cause. It might not be amiss for us to consider the turnover here. An illustration or two used in an address at the annual meeting of the stationers of the Northwest may serve to strip the quesion to its fundamentals.

How to Figure Turnovers

Brown buys a load of apples for $10. He pays a man $2 a day to sell them. The apples are sold for $14. Brown's profit is $14 less $10 the cost of the apples less $2 the cost of the labor, or a profit of $2 on the one turnover.

Suppose that by pushing a little harder the man sold two loads in a day. Brown then has $28 less the cost of the apples $20 less $2 the cost of the labor, or a profit of $6 on the two turns, which is three times what it was on the one turnover.

But suppose by additional effort 3 loads could be sold in one day. Brown then has 3 times $14 or $42 less $30 the cost of the apples less $2 the cost of the labor, or a profit of $10 on the three turns which is 5 times what it was on the one turn.

But suppose the man demands more money for making the extra turnover, and is given $4.00 per day. Brown's profit would still be $8.00 on the three turns or four times what it was on one turn.

A COMMITTEE AT WORK ON THE ROOF OF THE HOTEL WASHINGTON. THE RESOLUTIONS COMMITTEE: MR. WILSON, MR. SCHENCK (CHAIRMAN), MR. BINGHAM, MISS DODD, AND MR. HOTCHKISS

There are other expense items that enter into the transaction but it is not essential to the point to discuss them here since it is a principal to which I am directing your attention.

Let us approach the turnover from another angle. Let us again take the case of Brown the Bookseller. Let us assume that his sales are $50,000 and carry an average profit of 35 percent. The total cost of the goods sold must have been $32,500. If Brown turned his stock twice it has been necessary for him to carry an average stock of $16,250. If he turned 3 times his average stock would have been $10,844. But say he turned 4 times which would be excellent, his average stock would have been $8,125. On the difference in value of average stock carried, that is between the two turns and four, Brown has to pay 6 percent interest charges on the extra investment of $3,125 or $487.50, and has sustained a depreciation charge on the extra investment of about 5 percent. or $406.25. He then shows on 4 turns as against 2, net gain from interest and depreciation alone of $893.75.

Simple illustrations these, but they deal with fundamentals and I think fundamentals should be stated simply. It is often the obvious things that are overlooked, the little things that stand between us and success.

The question of what, properly speaking, is overhead may be answered briefly by saying it includes: rent, salaries, deliveries, supplies, general expenses, advertising, heat, light, insurance, taxes, bad debts, depreciation.

Those of you who heard the address delivered by DeWitt Carl Eggleston last year, or read it in the PUBLISHERS' WEEKLY, on an ideal accounting system for retail bookstores got from it many vital facts about costs. Since the bookseller is between the upper and lower mill stones of an inelastic retail price and a constantly increasing overhead cost, he must be constantly on the lookout for ways and means of reducing the overhead.

Now, he who would reduce his overhead must watch the leaks, for while, as some one has said, "revenues increase arithmetically, expenses increase geometrically." One of the most difficult problems to handle is the waste of time, and it is a problem which increases as the scale of importance of the individual decreases.

If all the time between the hours of opening and closing could be equally well used, reducing the overhead would be far less difficult. The employee who can, as Kipling says, "Fill the unforgiving minute with sixty seconds worth of distance run" is a *rara avis*. Watch him carefully or your competitor will steal him from you.

There are many other small "leaks" that cause the overhead to rise, such as getting stock by express that should have been ordered early enough to come by freight, mistakes in writing down customers' initials, street names and addresses and other errors caused by carelessness and petty thievery . But I will not take the time to dwell on these.

The most scientific method of buying and the most effective methods of displaying stocks are problems not as yet satisfactorily solved. The goal is always further on. But even these do not constitute the greatest problem in my opinion that confronts the management of the modern store.

According to Henry Blackman Sell, "The successful book salesman combines the graciousness of the well-tipped head waiter, the mind reading propensities of the Hindu Crystal Gazer, and some of the finesse of the French diplomat." A. Kroch of Chicago adds that "the salesman must be capable of keeping up the undying fire of enthusiasm, he must understand that the publishers' interests and his own and the stores are alike. Honest and cheerful service must be the watchword expressed in harmonious teamwork."

The Big Problem Is the Sales Force

We could, all of us, add a few additional requirements, I am sure, but these two gentlemen have made the problem serious enough, In fact, I wonder if they actually know of such paragons of salesmen as they describe or whether it is merely that they agree with Browning that "A man's reach should exceed his grasp or else what's a heaven for."

At any rate, our principal problem is not one concerning super-salesmen whom we often hear of but seldom see. It is rather the problem of the average salesman whom like the poor, we have with us always. What can we do to arouse an "undying fire" of some kind, in him?

Perhaps one of the most effective ways to get the best results from the members of the salesforce is to regard them not as machines but as individuals with joys and sorrows, aspirations and ideals like your own.

They are as responsive as yourselves to consideration, courtesy, enthusiasm, praise. In fact, if in your contact with those people who represent you with the public and on whom you depend to sell your wares and to reflect the atmosphere of the store, you have, by your recognition of the human element, by your willingness to give them a chance for their "white alley" aroused their enthusiasm for you and your business, you are fortunate. It is this enthusiasm, this loyalty, this co-operation that will make the wheels of your business go round more smoothly and swiftly and will put you many miles further on the road to the ultimate goal, for as Kipling so truly says:

> "It ain't the guns and armaments
> Nor the army as a whole.
> But the everlasting teamwork
> Of every bloomin' soul."

There are many ways in which the manager can arouse the spirit of enthusiasm--perhaps one of the most obvious and therefore the most neglected is the word of appreciation at the right time. Don't be afraid that it is going to cost you money if you give it. Be rather afraid it will cost you money if you don't. Appreciation is a sort of compensation in itself. Express it freely, for it puts the employee "up on his toes." It builds up the spirit of personal loyalty which makes a department easier to handle.

This feeling of organization, this almost "family" feeling is an asset, the value of which we are only beginning to realize. It can be built up by aid of social activities, doing things together, such as getting up dancing parties, going to shows, dining together occasionally, forming study classes. Heart to heart talks with assistants, making each one feel that he is building himself as well as selling books, is another recipe for arousing enthusiasm, for ambition is always enthusiastic. Occasional talks to the whole department by able men, talks such as the one Emil Heikel gave Gill's Friday Night Class in Bookselling, helps keep up the fire of enthusiasm.

The financial return to the booksalesman should be in proportion to the production of that salesman. The old dogma that a "low wage is a profitable wage" is, I hope, on its last legs among forward-looking men.

The wage increase should, however, come out of the increased profits resulting from the employee's increased efficiency. Let us bear in mind that what Emerson calls "the law of compensation" is operative in the case of both the employee and the employer. And it would be well I think for every employee to read and ponder these profoundlly significant words of our President, Mr. Harding: "there is no reward without labor,—no compensation without toil. The man who preaches contrary gospel is doing the thing that would undermine the American Republic. The sweetest enjoyment in the world is accomplishing toil."

The desire to serve and the joy in production hallows toil and lifts it above the purely materialistic, "where there is no vision the people perish," saith the inspired writer of proverbs. I read a short time ago of three workers in a quarry. One was asked "What are you making?" he answered surlily, "$7.50 a day." The second man was asked "What are you making?" He answered "I am cutting

marble blocks." The third was asked "What are you making?" He said, "I am building a cathedral." The third man had joy in toil, the joy that comes from doing good work for its own sake. He had vision.

Now let us discuss that important element in the success of the modern store—the manager himself.

The Manager Himself

He is the captain of the boat—it is up to him. The crew may do their duty efficiently and well, but if the captain does not know how to lay the course what chances have the crew?

Descartes said, "I am, because I think." Constructive thinking, planning, developing and training assistants, building up enthusiasm, and encouraging team work, these are some of the things that mark the real manager.

"The drudge may fret and tinker,
Or labor with lusty blows
But back of him stands the thinker,
The clear-eyed man who knows.
Might of the roaring boiler,
Force of the engine's thrust.
Strength of the sweating toiler,
Greatly in these we trust.
But back of them stands the schemer,
The thinker who drives things thru
Back of the job, the dreamer,
Who's making the dream come true."

The manager's own problem is not to allow himself to become a putterer, to become submerged in detail that a subordinate could handle well, and possibly better. The temptation to try to do everything because he thinks he can do it better than others has caused many a promising manager to degenerate until he becomes like that elderly wight in "The Yarn of the Nancy Bell," who said:

"I am the cook and the captain bold,
And the mate of the Nancy Brig.
And a bo' sun tight, and a midshipmite,
And the crew of the captain's gig."

This type of manager seems unable to give other than grudging approval of a task performed by another. Someone said "The Mephistopheles of denial is in every man," and he looms large in that man who will not generously approve good work done by an assistant. Whether it is jealousy or plain stupidity or whatever the cause, the results are the same, the assistant is chilled, initiative is checked and the spirit of loyal co-operation severely shaken. There is a certain honor in the title of "manager" where worthily worn and with this honor goes a responsibility, not only that of making a good showing for the department but a responsibility for the welfare and growth of those who are under him.

"We are learning more and more" said Franklin K. Mathiews, "that that only is good business which is considerate of the other fellow, that it is in proportion as the employer is considerate of the employee and the employee is considerate of the employer, in proportion as the merchant renders good service to his customers, that business is established on a firm foundation."

Perhaps the best of all advertising is "good service." "He profits most who serves best" is as true today as it was when first spoken, because it is a fundamental law based on a great natural principle. It is a law applying both to individuals and to businesses and it is service more than price or any other one thing, that brings the customer back to your store time after time.

Advertising

A part of that service is the pleasant smile and spirit of ready good will that are characteristic of well-trained and happy salespeople. A part of that service is the feeling of optimism and genuine desire to please that pervades your book department. A part of that service is a well-balanced, carefully watched stock that somehow seems to include the things people want. A part of that service is a carefully handled order and reference department, to procure the odd titles not ordinarily stocked. These things are real advertising—the advertising that brings results. Other excellent forms of advertising that produce, tho in a lesser degree, are tying up with clubs, organizations, such as Parent-Teachers, Boy Scouts, Civic Bodies, and everything having a community interest, tying up with items of interest in the daily papers, thru show window displays, a card index file of book buyers, their likes and dislikes, and thru the personal letter which reaches the class directly interested and which is good, I find, for about 20 percent immediate return, when carefully planned.

A certain amount of newspaper advertising, featuring the book idea, the charm of reading, the joy of ownership, rather than specific titles that are discussed today and dead tomorrow, is profitable if given in homeopathic doses.

Working hand in hand with the librarian in the interest of reading is another opportunity often overlooked or undervalued. The librarian says, "I find booksellers unresponsive to suggestion and offers of co-operation." The bookseller says, "I haven't time to bother with them." But such is not the case in Portland, for we know the value of teamwork and organized effort. We have the measure of the problem of the bookseller and the librarian in the startling figures showing the enormous

sale of chewing gum, of candy, of tobacco as compared with the sale of books, so if we "haven't time" we take it from less important matters, and give careful consideration to any project wherein the librarian and bookseller can do constructive work together.

Only a few weeks ago the booksellers helped to put over "Library Week" in Portland, in cooperation with the Public Library which was soliciting gifts of books to be used as replacement copies. "Library Boxes" were made and put in conspicuous places in our stores, with signs explaining their purpose. We advertised Library Week in the daily papers, also the fact that we would call for and deliver the books intended as gifts to the library.

Co-operation With the Library

In each book sold during the week, we inserted a printed circular saying "when you have finished this book will you give it to your Public Library if you have no other use for it."

Library week was a success from the standpoint of the quality as well of the quantity of books given, and what is more the attention of the city was once again strongly directed to the subject of books, and their part in modern life.

We consider it a prime requisite of good management to co-operate heartily in all national book events planned or suggested by the Year Round Bookselling Committee.

And that happiest of inspirations, Children's Book Week, is an event of real importance in Portland. It is featured strongly in all departments of our business. Special displays of the best juveniles, both old and new, are sent on request to any library in our territory, together with printed matter and posters.

Special letters and announcements together with carefully selected suggested lists of juvenile books for stock are sent in advance of the week to the book dealers in the smaller places urging co-operation thru special window and inside displays.

Plans for Children's Book Week are carefully worked up and arrangements made weeks in advance for newspaper advertising, for window displays, for book talks in the department, and before civic organizations, for book contests and other schemes.

Book displays are loaned for use in the branch libraries in the outlying sections of the city, thus giving thousands of children and their parents, an opportunity they might not otherwise have had to look over many beautiful and worthwhile new books and at the same time emphasizing the desirability of good books for gifts.

Special lists of books recommended by librarians and booksellers are featured in advertising and displays and are distributed by the thousands, thru the Parent-Teacher Organizations, Boy Scouts, Camp Fire Girls, and other organizations, as well as in the store.

County and State fairs have proved good opportunities for us to do educational work along the line of children's reading. Missionary work of this kind may seem to some to be of little value, but we consider it constructive work in bookselling and therefore worthwhile. We never fail to put in a book booth and a well-trained attendant whenever the opportunity presents itself.

The tie-up with the Boy Scout Executives and leaders is a definite part of our program. The book-trade is, in my opinion, under very great obligations to Franklin K. Mathiews, Chief Scout Librarian, for his wonderfully farsighted and constructive handling of the question of the boy's reading. Altho some of his pronounciamentos were felt by a certain part of the trade to be a little unjust, in that they indicated the scrapping of a number of very active series of boys' books, yet so fundamentally right was Mr. Mathiews that I am not certain but that he deserves an Honorary Fellowship as one who has done much for the book-trade.

Recommended Juveniles

The Boy Scout executive in Portland, Mr. Brockway, is doing simply invaluable work with his leaders and his 2500 Boy Scouts and we find it well worthwhile to feature Boy Scout week strongly in newspaper ads and show windows in "The Boys' and Girls' Own Book Shop", where there is a special room called "The Boy Scouts' Book Room." This room is a Mecca for Scouts. They drop in to see the books, register in the Scout guest book and listen to talks on how to make wireless sets and other absorbing topics.

Featuring worthwhile juvenile books is one of the most farsighted, as well as immediately profitable plans that any book-store can put into operation, for it has often been said the way to the mind of the mother is thru the heart of the child.

Back in 1914 we made a very definite step in this direction when we discontinued a number of series of juveniles previously sold in quantities and set apart on our juvenile floor a special room of considerable proportions in which we announced that we would carry only such books for boys and girls as were recommended by our city and state libraries and by the A. L. A. This idea has grown until now it is a highly important part of our book business, and "The Boys' and Girls' Own

Book Shop" has become an important factor in the community life of our city.

Featuring local authors is another of our plans to make the bookstore an integral part of the community life.

"Oregon Authors' Week" in November of each year is the outgrowth of this idea and has now become an annual event of recognized importance. Rather extensive plans are made for the week including the informal receptions in the book department which is a congenial background for the meeting of Oregon writers and Oregon booklovers. It also stimulates the ambition and interest of a younger group of writers with whom I believe the publishers must reckon in the future.

It was in the book department that Edwin Markham was so royally welcomed by Portland booklovers, on the occasion of his return to his native state after many years of wandering.

Invitations were sent the patrons of the arts and a very large crowd of choice spirits gathered on the afternoon of the Markham reception to do our great poet honor. Among other interesting events of the afternoon, aside from the remarkably fine response by Mr. Markham to the dedication and presentation of the Edwin Markham rose, was his election as Poet Laureate of Oregon. The official presentation of the laurel wreath and the ceremonies of the coronation took place in the evening at an invitational lecture extended by The J. K. Gill Co. to the booklovers of Portland.

At a banquet given the *literati* of Oregon by The J. K. Gill Co., "The Oregon Writers League" was formed. This league which now has upward of 150 members active and associate, still further accelerates the growing interest in things literary in Oregon.

I think I should fail in my duty if I neglected to speak at this time of another problem of bookselling that concerns all of us.

Relation of the Bookstore, Department Store and Publisher

Some in our ranks damn the department store, others with equal emphasis damn the publishers. I cannot find it in my heart to do either. It seems to me that the department store book departments undoubtedly have committed business sins in the past, yet they have, with their modern methods proved invaluable aids in effectively, if somewhat rudely, awakening the bookseller—the Rip Van Winkle of the business world—from his dreams wherein intruded no thoughts of turnovers, of depreciations, or mark ups.

Just as the live bookseller adds the knowledge of merchandising to his love of books, so the live department store manager adds the appreciation of books to his knowledge of merchandising.

There are today, in my opinion, no keener members of the bookselling family than some of those who are in charge of book sections in department stores.

As to the publisher, I hold no brief for him. He is no freer from the shortcomings attendant upon faulty vision than others of the book producing and distributing family. In the main the publishers deal as fairly with us as we with them, nor can we justly blame them very much for the "you've got to show me" attitude.

Let us not forget that it has not been many years since the bookseller and the department stores were hotly contending for the right to sit on the dunce's stool of the business world by cutting prices until there was neither honor nor profit in bookselling.

"All For One and One For All"

So great a lack of understanding of sound business practice and so little appreciation of the "rules of the game" is shown by some of us, that when increased discounts are mentioned, there are both booksellers and publishers who join in raising the question "Will it not cause the weak-kneed among us, and those who fear honest competition based on service, to begin anew the selfish scramble for temporary advantage at the expense of one another? Will it not result in throwing the book-trade back into the unhappy state in which it was years ago?"

In light of these things, small wonder, is it not, that the publisher in effect says, "You may give away your profits if you've no better sense, but I'll be hanged if you can give away mine, too?"

The statement of William Penn some three hundred years ago that "We are met on the broad pathway of good faith and good will so that no advantage shall be taken on either side" is a broad and stable platform whereon the bookstore, department store and publisher may stand to the welfare and profit of all three.

Surely it is only the short sighted who fail to realize that the future welfare of the bookseller, the department store book section and the publisher is so closely knit that to injure one is to injure all. It seems to me that they might well adopt for their working slogan the pledge of the three guardsmen "All for one and one for all."

The graver problems of management tho differing in detail are fundamentally the same in all lines of business. The study of the turnover, the markup, the overhead, the sales force, is of vital importance to the bookseller as well as to other merchants. It is unfortunate that we have for so many years allowed

ourselves to assume toward other lines of business, an attitude of superiority that the facts have not justified.

Emerson says "We are as lazy as we dare to be" and I fear this is only too true of the great body of booksellers. By refusing to learn to play the business game according to the rules governing it we have virtually kept the book-trade on the side lines while other businesses under clearer-visioned leaders have forged steadily ahead.

We, who profess to deal in the productions of the brain, and who modestly admit that not all the brains in our shops are between the covers of books, have allowed ourselves to be outstripped by those of less pretension, "the butcher, the baker, the candlestick maker," who thru their easy victory have acquired a sort of tolerant contempt for both bookseller and his business.

But if I do not misread the signs of the times a great awakening is at hand. The bookseller is gaining in ability as a merchant without losing his love for and appreciation of books.

The material reward that follows in the train of real merchandising ability constantly adds new fuel to the flame of his interest in that greatest of all games, modern business, and new appreciation of the merits of the greatest of all games, modern business, and that greatest of all merchandise, books.

I would that all of us, wheresoever dispersed, might take into our minds and hearts with the steadfast determination to translate into action, the thought that Addison makes Cato voice when he says:

"'Tis not in mortal man to command success
But we'll do more, Sempronius, we'll deserve it."

The Year Round Bookselling Campaign

By Frederic G. Melcher

Chairman of the Year Round Bookselling Committee.

WHEN we voted so unanimously last year to come to Washington for this convention, I know we all had the feeling that we had gained the right to choose Washington because we had actually become an association of national significance, and it is this same feeling, that we have become national and can take a place among those associations sending their influence all over the country, which is to-day being emphasized. We have had read a paper from Seattle and enjoyed a notable address from Oregon. The fact that I have discovered Mr. Hotchkiss to be as great an orator as he is a writer (and he is my favorite correspondent), leads me to venture this quip in return, that "There Rolls Oregon"—"Massachusetts Here She Stands."

At the start I would like to bring to your mind the picture of the building which I saw in the early light as I came over from Virginia this morning, the Lincoln Memorial. The sight of its tremendous columns sent me back in thought to an oak knoll in Southern Indiana, near one of the humblest of railroad crossings. One goes up that knoll to a very plain little marble monument marking the place where rests Nancy Hanks, the mother of the man who is honored by this great monument. In a country that can move as far as that in one generation, it is not at all surprising that we booksellers feel conscious of a wonderful heritage—and believe that we may go ahead with speed.

Starting with the convention in Boston, thru Philadelphia, Atlantic City and Washington, we have been conscious that we are really

"THERE ROLLS OREGON—MASSACHUSETTS—HERE SHE STANDS"

under way, and that maybe at some time not too far distant we shall have a really national feeling, a national efficiency and a national power to do all that can be done thru bookselling. I believe that not since the invention of printing, which made possible the rapid spread of ideas, has there been a more interesting age to live and work in, because in our time, having learned how to multiply the book, we are now interested in multiplying its circulation. We find ourselves not alone in that interest, for, as we step forward, we find ourselves in step with other groups, the teachers, the librarians, the press. The Chatauquas emphasize books to supplement their speeches. The pulpit gives remarkable response to Religious Book Week, emphasizing the relation of the written to the spoken word. And we, the booksellers and publishers, find that we are just stepping on with others, not apart from them, and in this fellowship we find new confidence and strength. When we get a new vision of what we are to do, we get new strength to do it, and from new strength comes a new vision, and so the cycle goes on. I believe we have made a marked advance in our profession, and we cannot yet appreciate how much new invigoration has come from new people, new methods, new enthusiasm.

There are four points on which we have been able somewhat to clarify our minds and on the last of the four I speak to-day. We have first, a much higher conception of the function of bookselling than we have had in the past; second, a higher idea of our responsibility in giving trained service in bookselling; third, a higher vision of the virtues of organization, of being a national association and of working with others; and fourth, a consciousness of a wider public recognition of what bookselling is. These campaigns have given us an assurance that the public is interested in the bookstore, while we thought they were only standing around joking about us.

Growth of Children's Book Week

I am speaking for the Year Round Bookselling Campaign of the National Association of Book Publishers. I want you first to look at its growth as a co-operative effort, as shown on this chart. Three years ago when we started Children's Book Week we had about 600 co-operating in the work. You remember that it was at the Boston convention that the idea was launched. The response from all over the country has shown that the idea has grown into a national event, of which we cannot yet see the end. This year it has been made a part of the convention program of the National Educational Association, as important a body as could add its influence and backing to putting "more books in the home."

Then I ask you to read the other column, showing the total to which co-operation has increased. Our mailing lists are significant. There is a list of 1880 dealers who are interested in having ideas which will help bookselling; a list of libraries, nearly 500, who want to give their help and co-operation, and you know how much they can help; there is a list of 250 newspapers and editors who receive our material because it is real news that they need as news, and not as space fillers. We have with us about 95% of the publishers of the country who could be considered as being interested in trade selling, and a heavy percentage of the booksellers who could be considered in the same class. All this growth, as you will notice, has come in the most troublous years that American business has ever seen, except possibly the famous panic of '93. Book distribution has gone ahead in spite of these conditions.

Growth in Advertising

Publishers, on their part, have advertised more than ever before, and I ask those who are interested in advertising to show me many industries which have put forth any more energy in a time when energy was most needed. Retailers have used more energy and imagination than at any time in recent years. More bookstores have been started than in any of the years since I have watched the records, and that is not true of many other lines.

During this time we have had such co-operation from related groups as we hardly dared to expect. I point with deep pride to the fact that the Year Round Bookselling material has been asked for by booksellers, librarians, churches, clubs, schools, newspapers, magazines and individuals—more than a million and a half pieces having been distributed since the last time we met.

I want, before speaking of this year's program, to show what has been done since last May's convention. Our first effort was to get a Gift Campaign started—an effort which must continue until everybody thinks of gifts and books together. For the summer "Take Along a Book" proved one of the best slogans we ever had. We made a summer connection with the librarians by a Children's Book Week session at their great convention. We had our first contact with the Chatauqua, a lecture at the big amphitheater. There is this year the possibility that the traveling Chatauqua lecturers may do more to emphas-

ize book ownership and home libraries. We had a fall campaign on "All Roads Lead to the Bookstore," and our third Children's Book Week, which grew to such an extent that we could hardly supply material. Then there was our first Christmas Campaign, which this year we hope to make even bigger.

As we turned to the new year we had these questions to consider. First; to decide whether it had all been worth while. We asked for the publishers' opinion, pointing out the weak spots and disappointments, asking them frankly whether results were coming in, and the answer was: "Go ahead again by all means!"

Second; what facilities and what sort of a budget was needed. The amount of material in demand had increased enormously, and we had to more than double the budget. A dozen publishers underwrote part of this and formed a finance committee to complete the subscription, so that we might have it as the months went by and expenses rolled in. We had to make sure of retail co-operation so we sent word to nearly 1900 booksellers that we were off for another year. Besides more material, we had to insure close tie-up with the trade, and this Miss Humble planned to do thru news sheets sent out every two weeks. These have been, I think, a fine example of journalism. Then there had to be more correspondence, more news stories, and more stories in the magazines. When all this program had been analyzed there was a budget of $30,000.

Before such a campaign could be put on, we had to have new quarters and these were provided, giving room for a staff of three. Next

GROWTH OF COOPERATIVE BOOKSELLING PROMOTION

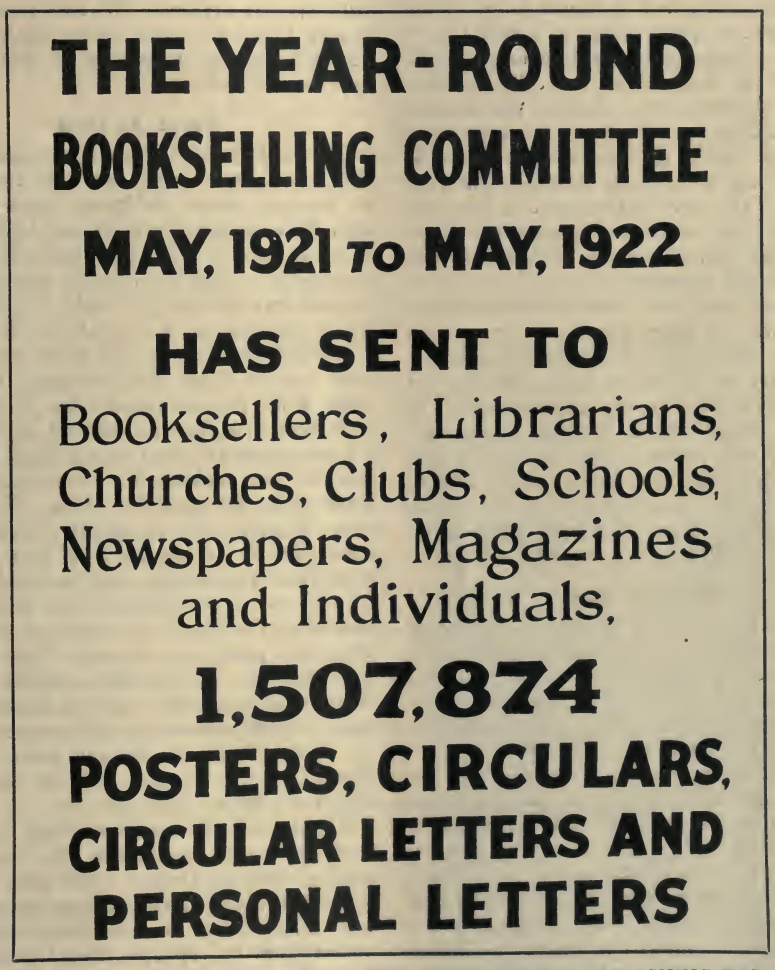
1919	May 1922	
Names on mailing list CHILDREN'S BOOK WEEK	Names on mailing list YEAR-ROUND BOOKSELLING	
600	Booksellers	1880
	Librarians	463
	Library Commissions	41
	Newspapers	236
	Magazines	79
	Publishers	91
	Special Writers	15
		2805

YEAR-ROUND BOOKSELLING COMMITTEE OF THE NATIONAL ASSN. OF BOOK PUBLISHERS

THREE YEARS HAD SHOWN A GREAT SPREAD OF INTEREST IN BOOK PROMOTION AS SHOWN ON THE BIG BANNERS

came the organization of a committee of fifteen, to be responsible for the detailed plans, and for this it seemed best to choose five sales-managers, five advertising men and five men experienced on the road. The next step in the mind of the one who had been elected chairman for another year was to secure, if possible, the continued help of Marion Humble, without whom the figures I have shown you would have been impossible. The fact that one and a half million competently prepared pieces of material have gone out on time is mainly due to Miss Humble, as the committee as well as the chairman will testify. After increasing and revising our mailing list we were ready for a new season.

I will analyze only briefly what we have tried to do this year, but we weighed every possible lead sent in by the retailers or advised by the publishers. It seemed best again to make the campaigns seasonal, so that dealers would be supplied with at least one good merchandising idea a month, which would be backed up by publishers in their advertising, or in their special plans for merchandise to be sold, this to be backed up as far as possible by the press and the magazines. To make the posters more useful, it was decided to send out to every subscriber a mahogany frame, such as these on the wall. It seemed an expensive item at the start—$900—but to each of eighteen hundred interested dealers was mailed a frame which they are using from month to month, keeping the posters fresh for further use. Another new idea was the window transparency "Take Along A Book" which will meet a person's eye while he is looking into a shop window but has not



THE EXTENT TO WHICH THE ACTIVITIES OF BOOK CAMPAIGNING HAD GROWN WAS PROCLAIMED ON PAGE POSTERS

connected up books with his own purchase. We wanted to have as many posters as possible, so you would not be without a new one each month and many of them can be used for continuous display. We have tried color because that was most in demand, but we show here a silhouette by Ethel Taylor, a cartoon by Clarence Day, Jr., and a rotogravure for a wedding gift poster prepared by the best of advertising photographers. This last poster will go out in a couple of weeks.

I want to speak for just a moment of our slogans. At our last convention we had a speaker who delighted to punch holes in the "Buy-a-Book-a-Week" slogan. I still like it and have found many more who do. We dropped it on account of the criticism that it had too commercial an aspect. We dropped it and searched for others. I think we have had, on the whole, as interesting a group of slogans as any advertising campaign has ever developed. We have not selected a final one but before you leave the convention I am going to ask you to give me a ballot on one to be used this autumn.

Our campaigns have won attention abroad, and we have had many letters of interest from Shanghai, Melbourne, Paris and London.

There has also been a large quantity of imprint material; 50,000 reproductions of Children's Book Week posters alone were sold. The only reason they were sold was that appropriations have limits, and it seemed that those who wanted to use the cards should pay for them, and we could spend more on the posters that we sent out free.

Books As News

I should like at some later session to bring to your attention a plan whereby the retailers can take up some special aspect of this program and push it thru on their own planning, so that what is going will go farther still while the impulse is strong.

It would be interesting if I could tell you anecdotes about the initiative and genius of the executive secretary of this campaign in getting books talked about. It is not by accident, for instance, that covers on popular magazines have several times emphasized books. The *Woman's Home Companion* for June will carry an article on books, which you will turn to and read for your own interest. When Children's Book Week came it echoed all over the country. This doesn't happen by accident. Books make news. No newspaper is expected to take as news, items that are not of themselves timely and interesting, but articles can be prepared in that spirit and made ready for those interested. During Religious Book Week there were many special numbers among the religious periodicals and great piles of clippings came in from all parts of the country. There are two hundred and fifty newspapers on the list which have received the news releases, and the preparation of material for these once a week is a part of the work Miss Humble has undertaken.

We have also been interested in encouraging the puhblication of lists of books, tho not issuing them ourselves. The American Library Association has issued very timely lists, as have many magazines in connection with special articles. All this increases the chance that when there comes the impulse to buy a book, the suggestion of what book to buy may be present.

Books As Gifts

The radio proved a new opportunity. When William J. Bryan could not take time to talk at Newark about Religious Book Week, I took the assignment myself, and had a chance to speak into a thing that looks like an old gramophone cylinder and to know that, if anyone was listening, I could be heard from the Mississippi, to Montreal, to Florida.

I ought to read to you from the enthusiastic letters about the campaign that have come from the booksellers but I know that it is best that they be omitted at this hour.

I ask especially that you put all the effort you can into making the connection between books and gifts a positive thing. To get that over depends on co-operative work. The committee is trying to help you with the material. The rotogravure poster "Will the New Home Have Books?" and the one emphasizing the place of books as graduation gifts, are going out to you. Talk books as gifts to your friends and neighbors. Talk it to your relatives, talk it anywhere, because it will somewhere get over to the public. You will get the autumn plans later, and November 12th to 18th will be the biggest Children's Book Week yet.

I think we all remember that within the week there was unveiled in this city another statute, that of Grant. And one thing we remember about Grant is that when Lincoln was asked about certain things being said against him he replied: "But I cannot spare him; he fights." When those who write books and those who publish books turn now to the American retail booksellers we think they are saying: "We cannot spare them; they fight."

Last year, when I was trying to become a better American by travel, I walked the Lincoln Highway early one morning in Grand Island, Nebraska where its path is

so straight that you almost think you can see it reach out and touch those great parks of the Rockies. It seemed to me that the nation within my time had come to understand that those places of wide vista belong to all the people and that what must be done now is to improve the highways so that all the people can reach them. In the same spirit it is agreed that books belong to all the people, and they must be got to all the people. That is the responsibility of publishers, booksellers, librarians, teachers. Having undertaken to make books available, undertaken the task of adequately distributing them, we have an important part to play in an epochal time.

Morning Session—Tuesday, May 9th

Meeting was called to order by President Herr at 10 o'clock

The Book-Trade and Price Maintenance

The Report of the Board of Trade

By Charles E. Butler
Treasurer of Brentano's, New York

I DESIRE to express my thanks and appreciation for the honor conferred on me of beginning the proceedings of this momentous day, for such it is. For the first time in our history we are making a direct appeal to the Government and the people of the United States to establish by law the right of "Fair Trading" for those who desire to practice it, and defend them by law against the attack of predatory price-cutters who prefer that method of trading.

I will not enter into any discussion as to the rights or wrongs of the situation, for more able and qualified speakers will make arguments before you, to the Government and to the people of the United States.

Some of you perhaps may have but a hazy idea of what this movement fully means. It will be my effort, therefore, to enlighten you as briefly as I can, so that you can fully understand the entire situation as it will be discussed here today.

We are asking for the passage by Congress of the bill known as the Stephens-Kelly Bill H. R. 11, introduced in Congress by the Hon. M. Clyde Kelly. The object of this bill is for the elimination of unfair competition by means of Price Standardization.

The Kelly Bill provides:

"That in any contract for the sale of articles of commerce to any dealer, wholesale or retail, by any grower, producer, manufacturer or owner thereof, under trade-mark or special brand, it shall be lawful for such vendor (seller) to prescribe the uniform price and manner of settlement at what the different qualities and quantities of each, covered by such contract may be resold, *provided* that certain conditions are complied with," etc., etc.

This means that where a producer sells his merchandise at a *standardized price*, in accordance with this bill, the same must be sold to all consumers alike, by all parties concerned,

CHARLES E. BUTLER IS MORE SURPRISED BY THE CAMERA THAN WARREN F. GREGORY OF BOSTON OR C. F. BROWN OF MONTREAL

with certain provisions, etc., etc. Surely you all must fully appreciate the evils of price-cutting.

A very important factor in this situation is "The Federal Trade Commission." What is this Commission? What is its scope? It is a small body, created under an act of Congress, approved September, 1914. It is given a general power of investigation in respect to such corporations, and their relations to other corporations, individuals, associations and partnerships.

In Section 5 of the Federal Trade Commission Act itself, the following very important provision of declarative law is stated:

"That unfair methods of *competition in commerce* are hereby declared unlawful."

Section 2 prohibits in certain cases:

"Price discrimination where the effect may be to substantially lessen competition, or tend to create a monopoly in any line of commerce."

I claim that those two clauses fairly cover the entire situation that we are trying to remedy.

Along these lines a meeting was held in Washington by the Federal Trade Commission, October, 1917, to hear argument by representatives of both sides, pro and con, as to unfair methods of competition. At that meeting your speaker represented the book-trade and made argument in opposition to price-cutting and for price standardization. Many producers and sellers were present and among them some of the most notorious price-cutters. The Federal Trade Commission thoroly investigated this.

Now note: In December, 1918, about fourteen months after this meeting, the Federal Trade Commission made a unanimous report to Congress, recommending passage of the Stephens-Kelly Bill as amended. That is, the Kelly Bill was amended on the Stephens Bill.

It would seem that the meeting in October, 1917, had done some good. I quote from that report.

From Unanimous Report to Congress by Federal Trade Commission, Recommending Passage of Stephens (or Kelly) Bill As Amended December 20, 1918.

"The consuming public does not enjoy benefits by unfair price-cutting to compensate it for the injuries following demoralization caused by price-cutting. This for the reason that, in the long run, unrestrained price-cutting tends to impair, if not to destroy, the production and distribution of articles desirable to the public.

"There must be a common ground wherein the rights of producer, purveyor and consumer may each be fully secured and equity done to all. The search for such a ground has been a task of the Commission and results in the following conclusions:

"(1) That producers of identified goods should be protected in their intangible property right or goodwill.

"(2) That the unlimited power both to fix and to enforce and maintain a resale price may not be made lawful with safety.

"(3) That unrestrained price-cutting is not in the public interest.

(Now that is another vital point, that unrestrained price-cutting is not in the public interest.)

"Bills now pending before the Congress may well be made to meet the difficulties of the situation if amended to provide for a review of the terms of resale contracts and a revision of resale prices, by a disinterested agency.

"Therefore, it is recommended that it be provided by law that if the manufacturer of an article produced and sold under competitive conditions, desires to fix and maintain resale prices, he shall file with an agency designated by the Congress, a description of such article, the contract of sale and the price schedule which he proposes to maintain, and that the agency designated by the Congress be charged with the duty, either upon its own initiative or upon complaint of any dealer or consumer or other party in interest, to review the terms of such contract and to revise such prices and that any data and information needful for a determination be made available to such agency.

"Such legislation would seem to be in accord with the spirit of the times in that it is designed, by removing this perplexity, to promote the efficiency of manufacturing and commercial institutions and so to serve the interest of the consuming public."

Please bear in mind that this is the judgment duly rendered after a hearing and consideration of all the facts by the Federal Trade Commission, a body instituted by Congress to investigate and advise in such matters.

The attitude of the book-trade as presented to the Commission on November 1st, 1917, was and still is,

1st, That unfair methods of competition in commerce are daily and publicly practiced by predatory price-cutters.

2nd, That competition is lessened by the ruination of producer and seller alike, and the millions of people dependent upon them by predatory price-cutting, and further,

That a monopoly is established by predatory price-cutters who make their own cut prices and defy anyone to sell at such price or below, under the implied and direct threat of a price reduction war to the limit. They may sell as much higher as they please.

I claim, and that it is easily provable, that under Section 5 of the Federal Trade Commission Act and Section 2,

That the above methods of competition in commerce are unlawful, prohibitive and monopolistic.

In the absence of the enforcement of these legal provisions, we are asking for the passage of the Stephens-Kelly Bill for Price Standardization and the prevention of price-cutting monopoly, for the Supreme Court has made it clear that in the present state of the law the maintenance of a resale price by a producer is unlawful, therefore the Stephens-Kelly Bill is vitally important.

The Federal Trade Commission again, July 1919, filed with Congress a special report, renewing its previous recommendation to Congress in December, 1918, that manufacturers be permitted by law to fix and maintain resale prices subject to review by official authority.

The Commission further states that such a law would remove present complexity in the business world, promote the efficiency of manufacturing and commercial institutions and serve the interest of the consuming public.

There must be a common ground, the Commission said, wherein the rights of producer, purveyor and consumer may each be fully secured and equity done to all. The search for such a ground has been a task of the Commission.

All this was virtually said December, 1918, and July, 1919, and presented to Congress. It has had both these decisions, and the Stephens-Kelly Bill and nothing has been done. What is the matter with Congress?

Some of you may know of the Chamber of Commerce of the United States of America with headquarters in Washington. Few of you know or realize its great power and influence with its ramifications in every state of the Union. Every class of commercial industry is associated with it. Many important matters of countrywide importance are referred to it for consideration and advice by the government, and their advice and suggestions often accepted. It is one of the most powerful Chambers of Commerce in the country.

In the same period here mentioned, the Chamber of Commerce, by a series of referendum votes thruout its membership, considered the question of price standardization, with the result of a big vote in its favor, bringing a favorable report of their committee who in conclusion stated:

"Your Committee is convinced that legislation permitting the maintenance of resale prices, under proper restriction on identified merchandise, for voluntary purchase, made and sold under competitive conditions, would be to the best interest of the producer, the distributor, and the purchasing public or consumer."

I trust you all know the American Fair Trade League which stands at the forefront as a dominant leader in the fight for fair trading and price standardization. It has fought this fight in the face of the keenest opposition, and has seen the movement grow from small and disheartening conditions till to-day there is every evidence of successful achievement. The men composing this League are heads of some of the biggest producing and selling houses of the country, who have heartily endorsed and sustained the labors and activities of their Secretary-Treasurer, Edmund A. Whittier, upon whom all of the work has devolved.

For some years he has worked in and out of Congress with leaders, with associations, and in order to be near the seat of war at all times, he lives most of his time in Washington. To him we booksellers owe much, as well as every producer and seller in the country. He has even descended from his high estate to give his able support and assistance to the feeble effort made by the speaker to arouse a national movement for price maintenance, using the book-trade of the entire United States as the nucleus.

What Has Been Done in the Name of the Book-Trade

A leading bookseller in every state was selected, and to him were sent samples of the propaganda, with the request that he reproduce them and spread them broadcast, thruout his state, by using all the other booksellers therein to reach all the other producers and sellers they could, enlisting their active support in favor of price standardization. This has been well done in New York State, Pennsylvania and Illinois. This effort is to be continued until the Kelly Bill is passed.

In addition, the American Fair Trade League has sent out to hundreds of big producers and merchants the country over, the propaganda of the booksellers and their own propaganda to which many of those organizations have replied offering their hearty support.

Now I want to read you from an advertisement which appeared in the New York *Times* of April 19, 1922, a full page of the Federal Advertising Agency of New York.

[Mr. Butler then read the text of the advertisement which called on merchants and manufacturers to stop plunder merchandising, a short-sighted policy of creating fictitious bargains to the ultimate damage of sound selling.]

Now, just to give you an idea of what our price-cutting friends indulge in to make their success, I am going to read you a few lines giving the various standardized goods that have been sold and exploited within a

period of ten days by certain enterprising merchants of the City of New York. Please bear in mind that as the method adopted by the City of New York in prices, especially along cut lines, is generally followed elsewhere thruout the country. Books are mentioned constantly at cut prices.

[Mr. Butler then read a list of the various captions used in advertising at cut prices.]

I have papers here that I think will interest you, a number of telegrams that have been coming in.

[Mr. Butler then read numerous telegrams and letters endorsing the Kelly Bill.]

Now that ends my presentation of the case. I only want to urge you, everyone of you, when you leave here, if you go home, or wherever you go, to use your very best efforts not only among the booksellers, but with every merchant and consumer you meet to get them to support the passage of this bill.

President Herr: You have heard Mr. Butler's report. A motion to receive it and spread it upon the minutes is in order.

[A motion was duly made, seconded, and carried that the report be spread upon the minutes.]

President Herr: We will have the privilege at this time of hearing a nationally-known man on this important subject of Price Standardization.

Price Standardization

By the Honorable Joseph E. Davies

Former Commissioner of Corporations and Chairman of the Federal Trade Commission, and now General Counsel of the American Fair Trade League.

I AM pleased to have this opportunity of addressing you upon this very interesting and important subject. By reason of my experience as an official of the Government of the United States, I presume that I have had the benefit of the slant of the public official view upon questions, and in that connection I wish to say that the proponents of Price Standardization have given evidence in a very practical way, of their appreciation that the public interest is paramount to their individual selfish interests in this situation, and to a very remarkable degree the proponents of this idea have evidenced a largeness of mind and a broadness of vision and a high character of purpose that reflects distinct credit upon them as citizens as well as people who are interested in fair trade.

I say that for this reason: You will notice that the qualification of the Federal Trade Commission in its endorsement of this idea is that there shall be public or official scrutiny of prices made by manufacturers upon goods that are price maintained. The object of that, of course, is very clear and very obvious. Undoubtedly, what public officials would naturally have in mind would be the fact that national advertising might create so great a demand for nationally advertised trade-marked goods as to enable the manufacturer of those goods to charge a price which the public would have to pay and which the law would sustain in excess of what would be a reasonable and a fair price for that commodity.

And because public officials are thinking in terms of the public interest, not only as to what is beneficial for manufacturers and distributors, but as well what is to the interest of the consumer, undoubtedly that qualifying endorsement was placed in the recommendations of the Federal Trade Commission, and the significant part of that situation is that the proponents of this idea recognized it, seized it and embodied it as a part of their plan, thus giving concrete and positive proof that they were concerned in this enterprise, not because of selfish purposes primarily, but with a very high sense of their duty and their obligation to the public. And the Stephens-Kelly Bill embodies just such protection; and there is nothing in the Stephens-Kelly Bill, and there is nothing in this idea of Price Standardization which any public-minded man thinking in terms of the public can possibly take exception to. It is honest, it is straight, it is in the interest of the public and it is in the interest of honest manufacturers and honest distributors, and in my opinion, in the interest of society itself.

Those of us who have given close study to the merchandising problem and to the place of the standard price in the distributing system, find it difficult to reconcile the recent developments of the law with the best interests of the public. We see the building up of standards of quality, the establishment of honest faithful production, the consequent establishment of a proper and valuable good-will, and we see the tearing down of the good-will thus established thru years of faithful effort, by trade pirates, who steal this property of the producer for dishonorable exploitation. And during the past decade we have seen the building up of a body of law, which protects the thief and renders the honest quality producer helpless to protect that which is his own.

You gentlemen will recall that in your trade you were first confronted with this trend of

the law in 1908, when the Supreme Court, in the case of Bobbs-Merrill Company *vs.* Straus, held that the copyright monopoly does not include the right to impose, by *notice,* a limitation upon the price at which a copyrighted book may be resold.

In 1911, the Supreme Court, in the case of Dr. Miles Medical Company *vs.* John D. Park and Sons Company, held that resale price maintenance *contracts* were in restraint of trade and unlawful, in violation of the Sherman Law. Then came the so-called Sanatogen case, (Bauer & Cie *vs.* O'Donnell) in which the Supreme Court in a five to four decision held that a notice on a patented preparation licensing resale at no less than a designated price, and warning that a sale at a less price would constitute patent infringement, was without effect, and that sales at less prices than those designated would not constitute a patent infringement. Following that case in 1913, in the case of Straus *vs.* American Publishers' Association, the Supreme Court extended the principle laid down in the Bobbs-Merrill Case, by holding that resale price maintenance contracts on copyrighted books were unlawful under the Sherman Act.

The Right to Refuse to Sell

The results of all these decisions up to this point were to make it impossible for manufacturers to protect their good-will, and the right to see that all consumers were able to purchase their products at the same price, either by use of patent, or copyright notices, or by contracts with distributors. The outcome of this situation was to compel the manufacturers of identified merchandise to resort to what they considered their undoubted rights of refusal to sell, in order to protect the good-will of their products. The right to refuse to sell to price-cutters was indeed upheld by the Supreme Court in the Colgate Case, but, as you know, the later decisions have so developed as to make this a bare right, difficult of practical application.

The first limitation appeared in the Schrader Case, which not only reaffirmed the Dr. Miles Medical Case, as to the illegality or *express* price maintenance contracts, but also suggested by way of dicta, that an *implied* contract to maintain prices is also within the ban of the law. This immediately suggested to many of us the possibility of courts finding that a manufacturer, who refused to sell to those who did not maintain suggested prices, entered into an implied contract with every distributor, who knew of the policy and purchased goods with that knowledge, and the intent to maintain the suggested prices, and, in fact, carried out the intent, had entered into an implied contract to sell at the suggested resale price, in violation of the law as interpreted by the Supreme Court.

This possibility was indeed strengthened by the subsequent decision of the Cudahy Case (Frey and Son *vs.* Cudahy Packing Company) which held that the Circuit Court of Appeals, was in error in holding that the trial judge should have instructed a verdict for the defendant on the grounds that there was no showing of an express contract, and stated

THE MOST DISTANT GUEST OF THE CONVENTION WAS NILS CHARLES LAMM OF L'AGENCE GENERALE DE LIBRARIE ET DES PUBLICATIONS, PARIS

that "the essential agreement, combination or conspiracy, might be *implied* from course of dealing or other circumstances."

Then came the recent Beechnut decision (Federal Trade Commission *vs.* Beechnut Packing Company) in which a still further limitation was established. In that case the Court held that the resale price maintenance system, being contrary to public policy, under the Dr. Miles Case and subsequent decisions, constitutes an unfair method of competition, in violation of the Federal Trade Commission Act, for a company to create and maintain a system of resale price maintenance, by cooperation with dealers, or others even tho no agreement, express or implied,

exists between the manufacturer and the distributor. It condemns the carrying into effect, by cooperative methods, a system by which the manufacturer, distributor, customer and agent, undertake to prevent others from selling the manufacturer's product, at less than a designated price.

Thus you see the progress—first, an express contract was held to be unlawful, then an implied contract was held to be unlawful, and then a system of seeking by cooperative means to maintain a resale price system was held to be unlawful.

Co-operation Forbidden

In effect it places under the ban of the law the most effective methods by which the manufacturer may protect the good-will of his product by refusal to sell. The most effective if not the only practical method, by which the manufacturer may ascertain who is demoralizing his products by price-cutting, is by securing the necessary information upon which investigations may be predicated from other distributors in the trade. While this decision leaves to the manufacturer the bare right to refuse to sell, he is, to put it mildly, severely handicapped in his ability to secure the necessary information.

For instance, what sales manager, when he receives a complaint as to price cutting, could do anything unless he received that information from some person in the trade who knew of it? When he acts upon that information received from someone in the trade there is danger that he may be engaging in a cooperative method to maintain a price maintenance system which comes under the ban of the law, so that while the manufacturer may have the right to refuse to sell, the means to exercise that right, the use of a cooperative method—and almost any method by which he would receive it would be cooperative—is placed under the ban of the law, and consequently the refusal to sell is a bare right.

It must be apparent, therefore, that we can now only protect the good-will of the manufacturer of identified articles, and protect the public from the unfair practices of predatory price-cutters, and discrimination, by changing the law as it exists today thru remedial legislation, such as the Stephens-Kelly Bill provides. In view of the fact that these decisions condemning price maintenance have all been under the Sherman Law it might give rise to the suggestion that to attempt to establish a price maintenance system is an attack upon the principle of the Sherman Law. That is untrue. The principle of the Stephens-Kelly Bill is in accord with the principle of the Sherman Law, and is that development which evolution and society require to preserve the Sherman Law as an active agency for the protection of the society and the competitive order. The Sherman Law was enacted for the purpose of preserving industrial freedom and preventing monopoly. That principle we all subscribe to. That principle, if we came to the knob of the situation, we would all fight for, because the monopolistic order of society inevitably leads to regulation, inevitably leads to price control, and within a generation or two would inevitably lead to state ownership, which means state socialism, and state socialism means the negation of individual effort. It means an oligarchy of brains, then an oligarchy of power, the complete denial of individual rights and the complete destruction of our representative form of Republican Government. We stand unqualifiedly, as do all thinking men of all political parties and all publicists, for the preservation of the competitive order and for the principles of the Sherman Law. But since the Sherman Law was enacted, much water has gone over the wheels. We have found that the law must go further than the Sherman Law goes in order to protect society from monopoly, that the law must prevent the seeds of monopoly from germinating. It was for this purpose that the Federal Trade Commission was created, because it was recognized that unfair methods of competition were the seeds of monopoly and were those means which were employed to create monopoly. And we maintain, and we can support that proposition, that selling copyrighted, honest merchandise below cost and at less than a fair price is an unfair method of competition and is therefore within the ban of the law, and is entirely consonant with the principle of the Sherman Law.

Is It a Necessary Protection?

We find ourselves, therefore, in this rather anomalous situation, that under the strict language of the Sherman Law, the restraint of trade clause, this system is held to be unlawful by any means projected. We find that the Federal Trade Commission, as a matter of public policy, has gone on record in favor of this system as a means of preventing an unfair method of competition. But there is a gap in the law between the Sherman Law and the Federal Trade Commission Act. There remains no choice for the Federal Trade Commission but to enforce the law as the Supreme Court of the United States has declared the law to be under the Sherman Law. What is needed to secure the adequate relief in this situation is additional legislation which the Federal Trade Commission has endorsed and approved and which

is embodied in a very scientific and intelligent way in the Stephens-Kelly Bill.

The only question, then, which need be further discussed, is the question of whether or not the standard price system is in fact a necessary protection to the manufacturer and the public and within the public interest.

You gentlemen, who are engaged in the sale of books, and the other lines of merchandise customarily sold therewith, have undoubtedly learned by hard experience, the necessity of a standard price system, both for the protection of yourselves and for the protection of the public. Most of you have no doubt become the victims of unfair competition of some department store, drug store or chain store, which has carried a line of books and has chosen from time to time to cut the price below that which will show a reasonable profit, or even to such an extent as to show an actual loss. You have seen these stores wilfully cut the price of books for purposes destructive of competition with the sole intent of making up their loss on this merchandise from other lines to which they have attracted trade. You have seen such methods absolutely destroy the sale of particular publications in your community; you have seen the absolute theft of the property of the publisher and the property of the author by such methods; you have seen it destroy your own property right, the right to compete in the sale of books and publications at a fair and reasonable profit.

To Create Permanent Good Will

And so I believe that it is unnecessary for me to discuss the subject further from your particular point of view. But as you are the advocates of the standard price system, as you intend to take this problem to the public and thru them to the legislators, I believe that it will not be amiss for me to discuss this problem as it affects the merchandisers, producers and consuming public of the identified article as a whole and not from the standpoint of the problem as it confronts you.

It will be my purpose to try to suggest to you possibly some reason, some argument, which has not previously been called to your attention, and which you may be able to use effectively in this campaign.

The manufacturer of unidentified or unbranded merchandise has little incentive to produce quality. It is true, of course, that an article of quality will sell more readily upon inspection than the inferior article, particularly where the evidence of quality is apparent from casual examination. But unless the article be branded or identified, there is no means by which its quality may create a permanent good-will.

Many manufacturers conceive the idea that a permanent good-will may be created by the branding or identifying of quality products, the putting out of an article of uniform quality, under a certain brand, the creation of a demand for the article and the consequent building up of a good-will in the product.

Public Convinced of Profiteering

The producer of a thing of quality has performed a very definite service for the public. He has placed at the constant disposal of the consuming public an article of quality, an article of uniform quality. The consumer knows that this article has a definite value—he has used the product and knows it is what he wants. If it be a watch, he knows from experience or the experience of others, that it will keep time and perform the service which he desires; if it be an automobile tire, he knows from past experience that it will give him the desired mileage and service.

The manufacturer of such an article has, by continued quality production, created a thing of value, known as good-will. In this intangible thing, called good-will, he has a definite and established property right, a property right recognized by the law and the courts of justice. If another attempts to steal that good-will by passing off other goods as the products of the producer who owns the good-will, the courts will prevent such action by injunction, the Federal Trade Commission will order him who attempts to make use of that good-will without right, to cease and desist therefrom. The manufacturer or producer who possesses this property known as good-will, has the legal right to sell and assign it as he may sell or assign any other property, or property right.

Yet, the predatory price-cutter, under the law as it exists, may steal and destroy this property right of the producer or manufacturer, with absolute impunity, and he may do so to the loss and damage, not only of the producer, but to the detriment of the public. You are all familiar with the various methods employed by the predatory price-cutter. He selects an article of well-known value and quality, an article, the usual price of which to the consumer is universally known, and he makes of this article an advertising leader, thru which he may make other sales at a profit. He cleverly advertises or displays the identified article of known price and value, at a price which means to him on that article an absolute loss. The public knows its value and the public infers exactly what the price-cutter intends it to infer, namely, that other articles of merchandise sold by that price-cutter are offered at proportionately low

prices. You, gentlemen, who are familiar with merchandising, know that this inference must be false. You know that in order to make up a definite loss on one article of merchandise, it is necessary for the price-cutter to make his profit on another. But thru this method the price-cutter accomplishes a definite deception on the consuming public. He exploits the identified article, he makes it impossible for his competitors to sell at a profit without being accused of profiteering on the product. The public reasons that, of course, if Mr. Price-cutter can sell that article at a certain price, his competitors, who are selling it at a higher price, are profiteering. Thus the price-cutter, not only steals the good-will of the manufacturer, but he also steals the good-will of his competitor. The competitor must discontinue the sale of the product whereupon the price-cutter loses the advertising value, and the advantage over his competitor, resulting from the cut-price, discontinues the article and carries the exploitation

HENRY W. HAMBLEN OF THE TEOLIN-PILLOT CO., HOUSTON, TEXAS, ANOTHER DELEGATE FROM A DISTANCE

into another field. The sale of that particular identified product is killed in that community. The price-cutter has stolen the manufacturer's good-will and the good-will of his competitors on the product.

When I was Chairman of the Federal Trade Commission, a large number of manufacturers and distributors testified before that body to any number of instances where this condition, as I have outlined it, was brought about by the predatory price-cutter. Exactly the same end as that accomplished by the price-cutter who employs the leader sales method, was sought a few years ago by certain mail order grocery concerns in the Middle West. These concerns sold groceries in combinations only, advertising extensively in rural publications. This was during the period of sugar shortage, and the advertisements usually carried in scare heads the announcement, "Sugar 3c a pound"—then in smaller type it was explained that sugar in certain amounts could be secured at 3c a pound, when purchased in combination with other articles. Most of the other articles were those whose values in the quantities named were unknown to the average housewife, but when the whole combination was figured up investigation showed that these mail order concerns were securing for the entire combination a price no lower, and in many instances more than would be charged for the same products by the average "delivery and credit" grocery store in the section in which they operated. The Federal Trade Commission discontinued this practice, by orders to cease and desist. That body recognized the obvious deception in this method of merchandising, yet, I submit to you that these concerns were employing exactly the same methods as those employed by the predatory price-cutter.

Advantage of Standardized Price

The situation resulting from the inability of the producer to control resale prices also operates to the disadvantage of the public. The producer, by establishing uniform resale prices, attempts to prevent discrimination to the consumer, he attempts to make it possible for the consumer in every locality to get the same value at the same price. The consumer likes to know that he can purchase an identified article, the value of which he knows, at a definite price. It saves him the time and expense of shopping. He can send his office boy or his servant to the store to purchase the article he desires in the knowledge that it can be purchased at a definite price.

In addition to this the inability of the producer to establish uniform resale prices on identified articles tends very definitely toward a more expensive and less economic system of distribution, which in the end must lead to higher prices to the consuming public. The large manufacturer knows that in order to

protect his good-will and prevent discrimination to the public, he must by some means, if possible, accomplish the end that his product may be purchased at one price by all. If uniform prices can not be accomplished thru the jobber and retailer method of distribution, he must, if possible, establish his own system of distribution. Without the ability to establish uniform resale prices thru a jobber and retailer, the tendency is inevitably toward agency distribution. This method of distribution means, of necessity, destroying the economies resulting from the distribution of the costs of selling over the lines of hundreds, of different manufacturers.

Agency Distribution Costly

The inevitable tendency toward the agency system of distribution, as opposed to the jobber and retailer system, is to tend to eliminate the competition of the small manufacturer to the obvious detriment of the public.

The small manufacturer cannot finance a system of national distribution. He cannot finance a system of warehouses or a system of chain store distributors. He is dependent upon the present normal method which evolution has developed in society which has been called for by necessity and by experience. He uses the jobber and the retailer. If you have a large group of small manufacturers or a small group of large manufacturers who eliminate the wholesaler and the jobber, you have very nearly established a system of monopoly in production. Further than that, you have destroyed individual opportunity, individual initiative, the chance which your children might have to become great in distribution by reason of their talents. You have gone into a monopolistic order as opposed to the competitive order in that particular industry. More than that, you destroy the very fibre and the best spirit of our community life. When you destroy the independence of the merchants of the small community, then you have gone far in destroying independent public thought.

The small manufacturer is patently without the means to maintain a system of agency distribution; yet, in the case where the large manufacturer establishes the agency system, the small producer is at a disadvantage, by reason of his inability to maintain uniform resale prices.

In addition to this, the existence of uniform resale prices is to the benefit of the public in stabilizing the market. I have not the time to discuss this feature of the situation in detail. I can only say to you, that an investigation conducted by the American Fair Trade League, showed that during the abnormal advance in prices of the war period, the articles upon which uniform resale prices were maintained, increased in a remarkably small ratio to the increase in prices generally.

I have merely tried to suggest to you some of the reasons for the maintenance of uniform

C. FOSTER BROWN, OF MONTREAL, OFFICIAL REPRESENTATIVE OF THE CANADIAN BOOKSELLERS' ASSOCIATION TO THE CONVENTION

resale prices. The standard pricer asks only the right to make use of economic jobber and retailer distribution, without danger of the theft of his own most valuable property, his good-will. He advertises his product so that he who approves its quality may secure it again and again. He acquaints the public with its value, places it on the shelves of the convenient store, and desires only the right to say to all "there it is for you at the same price." He desires the right to make use of the economies of the distributing agencies, who divide their costs over hundreds of lines. He wants only the right to protect those distributors from the unconscionable price-cutter, who uses the known value of the product as a bait to make other sales. His system fosters competition and prevents monopoly, renders the manufacturer's competition immediately effective to the consumer and stabilizes prices in emergency.

The standard-pricer does not wish to destroy competition between manufacturers of similar products, he does not wish to destroy competition between identified and unidentified products, but he does wish, while preserving the benefits of competition of similar articles, to protect the public against discrimination and deception.

The courts have recognized that good-will is a property right, which should be protected, but they have failed to see that the maintenance of uniform resale prices is essential to the protection of that property right. The subject has been passed upon repeatedly by our highest court, and it is now too late to quarrel with its decisions. Legislation is now the only remedy, and it is incumbent upon everyone of us to do his part in making the public see the absolute necessity for such legislation. We must go to the public, and the public must demand of its legislators that the situation be remedied.

In conclusion I wish to say that all of you who are interested in this subject owe a debt of gratitude to Mr. Butler and his associates who have insistently and persistently attempted to educate the public to this point of view. You are under great obligations to Mr. Whittier of the American Fair Trade League and his associates, such as Mr. Ingersoll and others. They have been untiring and highly intelligent in their efforts, and particularly do you owe a debt of obligation to some of the public legislators who have seen this economic issue arise and who have taken it upon themselves to fight your battle. I refer to Mr. Rogers, and particularly to Mr. Clyde Kelly of Pennsylvania.

Price Standardization

By Hon. John Jacob Rogers

Co-Author of the Rogers-Lodge Misbranding Bill

I COME here this morning to talk very briefly about the bill which is numbered H. R. 16 in the present Congress, and which is known as the Honest Merchandise Act of 1922, of which I happen to be the author in the House.

I take it that you and I would agree upon this premise—A man or a woman has a right to buy what he wants in general trade, but he has a right not to be lied to in buying it. When I say he has a right to buy it, I shall have to accept such things as the commodities included in the Eighteenth Amendment (Laughter) and other similar commodities. Perhaps he has the right to buy them as things are now going, but he hasn't the legal right to buy them. I want to elaborate that thought just a moment.

I have a right to buy a brass watch instead of a gold watch, but I have a right to be assured by the law, it seems to me, that I shan't be told that the watch which I am buying for gold is in fact, brass. In other words, we cannot protect the person and we ought not to protect the person from buying an inferior thing whether from considerations of price or taste, or whatever it may be. The purchasing public has a right to buy a thing that is less perfect than the one hundred percent perfect, but the purchasing public ought to be protected against untruths in the commodity in which it is investing. It ought to be protected against being told that the brass watch is gold, that the cotton umbrella is silk, that the piece of dress goods is something other than what it in fact is, that the pair of shoes is pure leather when in fact it is made up very largely of some derivative of paper, and that is the theory upon which the pending legislation goes—that the public must not be lied to by dishonest business men and manufacturers.

We have abundant precedence for this sort of legislation both on this side of the ocean and across the sea. For thirty-five years exactly, the British purchasing public has been protected by a law which is called "The British Merchandise Marks Act," that goes on the precise theory which I have just announced; namely, that it is not fair trade to lie to your customer as to the nature of the commodity which he seeks to purchase. That law has worked extraordinarily well in Great Britain.

It has had a very direct effect in two respects. In the first place, it has promoted the confidence of the purchasing public, so that they have been more ready to purchase; and in the second place, it has promoted the well being of the honest and reputable manufacturer in protecting him against the sharks of the industry who seek to prey upon the representation that he has built up thru fair dealing, so that both from the standpoint of the manufacturer, the merchant, and the consuming public there can be no doubt that the British Merchandise Marks Act has evidenced a tremendous advancement in business fair dealing, and in fact, in business prosperity as well.

In 1906 there came to a head a campaign against dishonest foodstuffs in this country, dishonest patent medicines, dishonest foodstuffs and similar articles, which I may roughly characterize as things which we take into our mouths. The combination of that great cam-

paign—and it was a long campaign because it was impeded by those who saw their own selfish interests likely to be endangered—was the enactment by Congress in 1906 of the Pure Food and Drugs Law. That has been on the statute books now, you see, for over fifteen years. It is just as much a part of our body politic today as the Interstate Commerce Commission.

No one, I think, in his right mind, would suggest returning to the old days when any manufacturer of foodstuffs or patent medicines could say what he liked upon the label or upon the container as to the contents of the bottles or the boxes or the parcels or whatever the container was.

And so the question has presented itself to mean since that time whether a principle that had worked so extremely well both from the standpoint of the seller and from the standpoint of the buyer couldn't advantageously be extended in principle.

Thoughtful men and women have recently been asking themselves why, if it wasn't lawful to tell a lie about a package of breakfast food it was lawful to tell a lie about a pair of shoes or a piece of cloth; the law which I am here to discuss briefly with you this morning is the result.

Truth in Fabric Legislation

In substance, however, the proposed law provides that it shall be a crime to transport from state to state, or to sell in the District of Columbia or in the territories any article which is misbranded or misrepresented, or to which any false trade description has been applied. Then it goes on to define with extraordinary minutiæ the definitions of misbranding, of misrepresentation and of false trade descriptions. It imposes severe penalties, it puts the enforcement of the Act into the hands of the Secretary of Commerce, the Secretary of Agriculture and the Secretary of the Treasury jointly. It has about fourteen pages in its entire length, but the principle, as I say, is simple and clear, and as I think, manifestly sound.

Now, what is the practical status of this measure? I have had a measure of this kind before the House of Representatives for some years, and about two years ago we had extensive hearings upon the subject. This has been our difficulty, that there has been another kind of legislation on which there has been a very bitter controversy. People have been utterly unable to agree on the wisdom or unwisdom of this other kind of legislation, which, as I shall show you in a moment, is nevertheless somewhat related in the general subject matter to my own. That is what is known as the Truth in Fabric Legislation. The Truth in Fabric Legislation in effect provides that as far as woolen goods are concerned, every yard of material sold shall state what the content of pure wool and what the content of so-called shoddy may be in the particular case. There has, as I say, been an extremely bitter controversy over the merits—but I am not proposing to deal with that question to-day. Undoubtedly that controversy has been responsible in large measure for the delay in enacting honest merchandise legislation of the kind which I have described.

Minimum Burden on Honest Business

In my judgment, any person who ventured to controvert the principles of the honest merchandise legislation would pretty nearly establish his belief in corrupt practices in business, but that same question—and I won't take the time to explain why—that same question, that same simplicity of treatment cannot be accorded the Truth in Fabric Legislation, and it is because those two subjects have been deemed to be interlocked that we have seen this long, and I think, inexcusable delay in dealing with the subject in Congress.

I should like to close by giving you, in a very brief way, a summary in favor of the Misbranding Legislation. This law strikes directly at misbranding and misrepresentation of all kinds in connection with all commodities instead of attacking the problem in a piecemeal manner, by confining its operations to the textile field. This law is based upon a sound legal principle thoroly tested in the form of the British Merchandise Marks Act, which, as I say, has been in effect for thirty-five years, and it also has borne the test of the approval of the courts and of public opinion generally in connection with the two laws which I have mentioned in our own country.

This proposal puts a minimum of burden upon honest business, while at the same time it secures a maximum of protection to the public against dishonestly conducted business. It provides a method for bringing promptly upon dishonest business, heavy penalties for a clearly defined type of misdemeanor It puts all misbranding and all misrepresenting practices outside of the law. It is simple in its terms, it is easy to enforce, and it would result in no increase in the prices of the commodities covered.

To my mind, one of the important elements in this bill is that last point, that it is simple to enforce and that it doesn't hamper business. Nobody has to worry about whether he is going to get in trouble or not as long as he is doing business honestly. It would be perhaps difficult to say what percentage of the business men of America are dishonest, what percentage of men would do even a shady

thing in order to promote their business. I should say that the proportion would not be over five per cent, and it might not be over two per cent. The other ninety-five, or ninety-eight per cent, isn't going to be in the least afflicted or annoyed or even conscious of the fact that this law is in operation. It is just going to be the sharpers who now have a fairly complete immunity provided they know how to skate outside the present criminal law. There are, of course, certain practices in business which can be reached thru the criminal laws to-day. Outright dishonesty can be reached.

There are other practices which can be appealed to thru the medium of the Federal Trade Commission, thru the medium of the Patent Office or thru the medium of the Civil Courts, but all those processes are slow and expensive, unsatisfactory, and at best uncertain.

If we can put on the statute books a criminal law that says that misbranding or misrepresenting is dishonest, we will have taken a long step in the way of protecting first, the consuming public, and second, the honest manufacturer who is ninety-five or ninety-eight per cent. of all the manufacturers of the country.

I am aware that perhaps this particular type of legislation doesn't have the direct connection with your industry that it does with others. I hesitated somewhat for this reason to come before this convention this morning and to take your time, but in the larger sense everybody is interested, I think, in this type of legislation; everybody wants to see business honest, and everybody wants to go as far as possible in protecting the public against fraud. That is what this bill does and it is all that it does.

I hope this convention will see its way clear to assist us in putting this bill across and making it a part of the law of the land.

(Applause.)

DELEGATES FILING THRU THE NEW AMPHITHEATER AT ARLINGTON, ON THE THURSDAY TRIP

Afternoon Session—Tuesday, May 9th

The meeting was called to order at 2:25 P. M., by President Herr

PRESIDENT HERR: The morning session was probably one of the most interesting that this association has had in many years. The keynote of Price Standardization was struck, and you heard one of the most magnificent presentations of the argument from the legal and public welfare standpoint.

We are to have the pleasure this afternoon of hearing from the sponsor of the present House bill to legalize Price Standardization. It gives me great pleasure to introduce the Hon. M. Clyde Kelly, who is a fellow Pennsylvanian.

(Applause.)

Price Standardization

By Hon. M. Clyde Kelly

Congressman from Pennsylvania, Co-Author of the Stephens-Kelly Bill.

I AM sure I appreciate this kindly introduction very much. I appreciate it more than an introduction which I received a few weeks ago when the Chairman called upon the crowd to witness that "he took great pleasure in introducing Congressman Kelly who comes from Pittsburgh where they make iron and steel for a living" and I had to spend more than my time convincing the audience that we don't all steal for a living in Pittsburgh.

I am very glad to be here and to talk over with you the vital issues involved in this question. The man or woman who doesn't understand something of the philosophy that is involved in this question to-day, seems to me to be very ignorant, indeed.

It is ignorance not to know that there are in America two great forces fighting against each other just as they always have down the history of the world. On one side is the law of the jungle, on the other side is the law of brotherhood, the law of the golden rule. On one side stands a kind of cut-throat idea of Ishmael, of every man for himself and the devil take the hindmost; and on the other a philosophy that we are interdependent, that we are united and there is none of this law of each man for himself.

America has always stood in the eyes of the world for the idea of brotherhood, for co-operation. I wish I had time to tell you about a trip I made in Europe two months after the armistice was signed, how I went down thru southeastern Europe, stricken and war-ravaged, into the villages of Jugo-Slavia and Roumania, and found in the heart of all a desire to be like America, whether they understood what we are over here or not.

On the first day of May, 1919, I was in the little city of Lubania, away up in the Hapsburg Empire. For the first time in their lives they were having a May day celebration, a kind of Labor Day. For five hundred years they had been under the talons of the double black eagle of Austria.

I had landed in that little city the night before. In the morning I found the dining-room locked. I didn't understand why, and went out into the street. I went past twenty-four restaurants and cafes and eating houses to find them all locked tight. I went without a bite to eat until two in the afternoon. Then I went up to the Burgomaster's office. I was to have an interview with him which had been arranged before, and I said to him, "Why in the world do you have all these eating houses closed on a great holiday like this, with crowds in the streets and parks?" He looked at me in astonishment and said, "We are doing that in Lubania on a holiday because that is the way you do it over in America." I said to him, "My friend, somebody has given you the wrong information. We don't do anything of the kind in America." And I went without a bite to eat all day because they thought that was the way we did in America.

Well, they will do anything reasonable and unreasonable to be like us. The villagers in those Serbian villages told me that America was like an angel in the sky to them because she had the idea of the helping hand, the idea of brotherhood; it is the one hope of those nations.

They are mistaken, of course. We haven't done what they think we have. I might have gone to the old peasants in Macedonia, who were praying to Almighty God with their eyes fixed on little American flags as a symbol of divinity—and I might have told them they were wrong, that over here we have injustice in many places. That here we have slum districts where little children grow up to vice and crime as certain as the

sunrise; that here we have great battles between capital and labor because we cannot have conferences and mutual councils or peaceful settlements of the disputes.

But I didn't tell them anything of the kind. I wanted them to feel that in some way or another in the midst of the darkness they might see the light with America embodied as a light-bearer to the world.

America has been swinging along first with the idea of the pioneer. She was a pioneer nation. Every man went out into the forest to take care of himself, not asking for any policeman to guard him or give him the power of the law; he took care of himself. Those were the days when the wilderness was king but the wilderness was conquered. We went to the far coast. We came back on ourselves and before long we found our San Franciscos and our Chicagos and our Pittsburghs and our New Yorks with their populations of millions, and we began to find that it wouldn't do, that this law of Ishmael will not serve the twentieth century.

Business Discovered America

The Declaration of Independence, charter of Americanism, is a slogan of brotherhood, because the most important thing about that declaration is not that we separated ourselves from the mother country, or said it possessed an unjust form of government—the most important thing aabout the declaration is the phrase with which it closes, the fathers signing their names to this statement—"In support of this declaration we mutually pledge to each other our lives, our fortunes and our sacred honor."

We have come down one hundred and forty or more years from that day. We have been dreaming always of co-operation, and of friendship, and now and then we have got away from it. We have oft-times taken in business the path of the jungle, of cut-throat competition and said that was the American idea in business.

That is what we have been doing in America, sometimes, we have got off the line, but thank God always at the heart of America there was an idea that after all we are interdependent.

That is America in everyday actions and that is the idea at the heart of American business. However, we have in our midst those who still carry the hearts of Ishmael, who are willing, in any way they can, to strike down a neighbor, if by any hook or crook they may advance their own interest.

I don't believe we ever credit what business has really been in America. It was business that found America. Christopher Columbus sailed on a business trip. He had money advanced him for the purpose of finding a business route to the East Indies. John Cabot who found the herring land, claiming North America, was sailing with money furnished by London merchants to find a passage to the Indies, from which their products had been kept away because of the conquests of the Mohammedans and Turks at Constantinople. America was founded in the idea of business and has been a business nation ever since. All the more important that our business be conducted on honest, co-operative principles. And one of those principles in my estimation is, fundamentally and above all others, that the producer of a trade-marked, standardized product who puts his name on it and guarantees it to be what it represents, and who says, "I am back of it with everything I have, I will make it good"—that that producer should be given the right to protect the resale price of his product.

Now it seems to me that that is fundamental to America. Here is the idea of good will. The nations know that the people over here stand for good will, the good will between man and man and the good will of business. There is something in that idea of good will which means in itself this forward movement of the twentieth century. It is the idea of a man who puts into his product all that he has, his own life, his own character, and then undertakes to protect it and make it worth something. I think the greatest thing in American business history is to have standardized trade-mark goods.

Trade-Marked Goods Build Good Will

I was selling goods myself over a counter before I could scarcely look over it, in a little town where the merchandise was of all kinds, even including books. And I can remember when ninety-five per cent of the goods sold were un-standardized, were without trade-marks, were unknown, and the man who went to the store and purchased one of them and took it home, found it satisfactory, could never be sure that he was getting the same product when he again desired it.

And then grew up a kind of business which was to standardize these goods, put the name on them, and pack them in cartons and boxes that could be appreciated and understood, and we began to have good will as a national asset, good will in the manufacturer's hand, in the wholesaler's hand and in the retailer's hand—all of them of vital importance.

The old laws wouldn't apply to this situation. The old common law usage that the

good will was vested only in the last selling agency had to give way, because here was a man who was the originator of a product, who himself had the good will and investment in it until it got to the consumer's hand. He also had an idea of holding to it and keeping it true. Therefore, the common law idea that every man could do with his own as he desired had to give way before the idea of good will in the hands of the maker of the article itself.

For many years we had in America the principle established that the manufacturer and the producer of these trade-marked guaranteed goods could maintain the resale price, that it was his to do with at the last as he desired. Then came the Doctor Miles decision in the Supreme Court laying down a new principle, that any manufacturer who endeavored to fix the price of his product after it had left his hand, was acting in opposition to the Sherman Anti-Trust Law and against public policy, and that put a new situation into American business.

Decision after decision has come since that time from the highest court in America, and uncertainty has been added to uncertainty. I defy the highest paid lawyer in America to say just how far a man may go in protecting his own product when it reaches the hand of a wholesaler and the retailer.

We had the Colgate decision in the Supreme Court in which it was said that a man had a right to refuse to sell anyone for any reason, and that carried the intimation that if a price cutter took a trade-marked article and slashed the price, the manufacturer could refuse to sell him; but that was immediately nullified by the Beech Nut decision, which went on to say that if there was any cooperation between the retailer and the producer, if information came from the retailer to the manufacturer, then it was again a violation of the Sherman Anti-Trust Law.

When Fixed Prices Are Legal

The only thing the Supreme Court has finally decided is that it is perfectly legal to fix a resale price if the producer of the article establishes his own final selling agency, so that any great corporation that has money enough to finance retail establishments in every city, can thru that method fix a resale price, and it is about the only way it can be sure of doing it.

What does that mean? One blow to destroy all the established agencies of distribution. It means every manufacturer must establish a separate branch in every separate city. It means the most expensive and inefficient system of distribution in the world, and God knows we need to cut down the cost rather than increase the cost of distribution. That is the present situation, and it must be met by legislation.

The Supreme Court has decided that a man cannot fix his resale price, and always before it has been regarded as not only legal, but as advancing the common welfare. It must be fixed by legislation. There must be an affirmative declaration that any producer or manufacturer or grower of any original article who puts on it his own name and makes it so it can be identified, who stands back of it with his guarantee—that he shall have the right, if he desires, to file a schedule with an officer of the government and then hold to that price thru every agency of distribution and to the consumer. That is the bill which is now awaiting action, that provides that the original producer by filing his schedule in the Federal Trade Commission can thereby force the price maintenance of his article to the consumer.

Price Maintenance Opposes Monopoly

Now does that mean a disadvantage to the consumer? If it does, I will be opposed to it, because after all the booksellers are but a group, but the public comprises us all. Does it mean an injury to that consumer and to the public to have independent manufacturers fix their prices? I claim it does not.

Twenty-five years ago in the country village where I lived, my father being a proprietor of a store there, there was a war on oil, and the three stores in the town began cutting each other. Oil dropped down until it was sold at one cent a gallon. Standard Oil cut that price until the independents were put out of business. Two of those stores had been put out of business and the good will out of them had been ruined before that oil war was over. That meant monopoly.

Whenever you have a jungle war in which the strongest can always overcome the weakest then you are bound to come to monopoly as surely as the night follows the day, because it is only thru a jungle warfare that that kind of thing can exist; so that this measure of price maintenance is against monopoly. It is an anti-monopolistic measure. It is a plan for the common welfare of every dealer and the common welfare of the consumer.

Many independent manufacturers have been driven out of business because their product was taken and slaughtered and they were helpless to prevent it. I saw in Reading, a splendid article absolutely destroyed. It was a toilet soap, a fine value at ten cents. People appreciated it to such an extent that they

gave a vote of approval to the name and to the price, and they began demanding it from every retailer. One retailer started to make it a leader. He used it as a bait in a trap to catch the unwary. He put it out at three cents a cake instead of ten and he advertised it extensively. People flocked to get it at three cents. While they were there he talked to them on unnamed, unknown goods and added to his profit more than he could on standardized goods. The competitor next door cut it to three cents also. Every store in town cut that soap to three cents a cake. It spread from Reading to other cities. The end of it was an absolutely destroyed market, and it hasn't been on the market for the last ten years. It was absolutely destroyed by price cutters.

I was in a store not so long ago, and the man told me he was advertising a great list of bargains. He had twenty different articles which he was selling for ten dollars, and they were wonderful bargains, (to read the advertisements). I talked to him entirely as a friend and he showed me the cost of them. I said to him, "Here is a fifty-cent article, known the world around to sell at fifty cents, you have got it down at 17c. You know that cost you more than that amount you are selling it for. Why should you do that?" Then he took a piece of paper and figured out the cost of all the articles, the entire twenty, and on the ten dollars he was making $4.50, and yet advertising them as a tremendous bargain by means of two articles which he had cut from the standard price to about one-third. That is the kind of system that this entire business involves.

How Markets Are Ruined

I had a letter this morning from a manufacturer of toilet preparations. He said that a department store in Chicago took those articles of his, advertised them, cut the price, and the result was that this man couldn't sell to a single store in Chicago, because he didn't maintain the price. He says: "I can't maintain the price because it is in violation of the Serman Anti-Trust Law." So the manufacturer is helpless.

And the same thing is true, of course, in your particular line. The publisher of books who puts them out at $1.50, good value and at a price to appeal to the public and receive the public approval, and who then advertises them at 98c., immediately puts into the minds of the buyers the value of 98c. When you begin to try to get the regular price, the real price that carries with it a fair profit to all and a fair price to the consumer, you have in the minds of the consumer a 98c. value, and it is impossible to have a square deal because of that.

I have over on my desk one hundred letters of men who wrote to producers of various articles and said to them, "Here is a retailer selling this article at 25c. above cost. Why don't you protect me?" Or, "I paid and have always paid for this article 50c. and now I am being charged 75c. Why don't you protect me?" And the manufacturer is forced to reply, "I cannot control the price, either below or above the regular price."

Goodwill is the Confidence That Brings Customers Back

Now that isn't a fair proposition. It isn't fair to the dealer or to the manufacturer or to the consumer, and I believe that the American conscience stands for the principle of a one price to all. When a man can go into a store and know that if he gets an article at a fixed price he can come back and get it at the same price again and that it shall be continued on that basis.

When Mr. Storey out in Chicago fixed the policy of "one price to all" in his store, and put on them well-known prices, plainly to be seen, no deviation to be made from them, he made a wonderful stride in business honesty. In the old days when everybody haggled for the price they should pay, the advantage was always with the dealer. (Laughter). The haggle system always ends in a disadvantage to the consumer. He doesn't know values. He must learn by experience that an article is worth the price. If $1.50 is the standard price, he buys at it. If what he buys is what he desires he asks for it again. That is where confidence comes in. That is where good will is.

Good will in business is an asset. It is as real an asset as the machinery and the material property in the plant. It is a value to the man and should not be destroyed. Good will is the confidence which brings a customer back again the second time to get what he got before, and on that good will is set the very heart of American business.

To get the confidence of the consumer, a manufacturer has a national campaign. He spends money advertising to the world. He gets a referendum. It approves. Then he finds because he made his article so good and it is demanded, that he is the victim of the price cutter. And the price cutter goes out to destroy his market and profit himself on a name already made when he won't use his own name on the advertisement. He will use your name or the name of someone who made an honest name by the expenditure of

great sums of money. That is the jungle law, the law that absolutely refuses to recognize the Golden Rule and the right of neighbors, and says, "that the power of might is the power of right." That is the thing that we detsroyed—I hope forever—in the Argonne Wood when the American boys broke the heart of Prussia by the power of brotherhood and co-operation. (Applause.)

Manufacturer Forced to Compete With Himself

There is scarcely a nation in the world that doesn't have a resale price protection law. Everyone of them has realized that it is to the benefit of the public to be assured of a value which they know and of articles which they know; that the old system isn't of benefit to the consumer.

I believe that the beginning of the trade-mark system was of tremendous benefit to America. I believe that the great inventions that have been made in chemical processes have been in part, and in a large part, protected by the fact that they were able to copyright the name and then advertise the name.

There was the great experiment which produced celluloid. It was discovered by chemists who worked many years to find it. Celluloid was never patented. It is protected with a trade-mark. There are certain dyes made from coal tar products, there are medicines made out of coal tar products also; they have never been patented but they are trade-marked goods, and that is the protection given them.

If we don't protect the trade-mark, we are putting producers and all their efforts at the mercy of the most predatory businessman in the world, the systematic price-cutter, no matter where he may be. I could give you a list of fifty articles that you know, that you have in daily use, all of them have been discovered after great effort and expenditure of energy and intelligence, and they are protected only by the trade-mark.

They should be protected by a law which should give the manufacturer the right to fix a fair price for them and then carry it thru to the consumer. Oh, I know the argument that is made against this bill of mine. They say it is the sure monopoly measure. They don't understand business at all.

There is a vast difference between a man producing one safety razor, for instance, making his own safety razor, putting his name on it and guaranteeing it, and the manufacturer who has all brands of safety razors in his hand. Whenever you have a monopoly of a whole line of goods, then it is against the public interest. But when you have an independent manufacture, we will say, of a safety razor and fix it at a price of $2.00, put it out in competition with the world, and there is another article for $1.00, even one for $2.25, they are all in competition, and it increases competition to have the production of an individual article, on which you have the right to make the price whatever you desire. If I have a $5.00 article and sell it for $5.00 I encourage competition. I make a market for my competitor to come in and sell one at $2.00; he takes my business away from me and I have been advertising to advance his interest not to advance my own. In fair competition where the quality is at stake we advance the common welfare, but if I produce an article at $5.00, a fair price, and the public demands it, and my retailer takes and cuts it to $3.75, then I am competing against myself. They force me into a position where every price cutter can make me compete with myself to my destruction. That isn't a fair proposition. It is not fair in any line of production.

Who Opposes the Kelly Bill

And I believe that this great gathering here can be of great force. After all, Congress is made up of representatives of the people. They are busy men and have not studied the question. I made the first speech that was ever made on it in Congress away back in 1915, and have had the matter continually before the Committee, but we have thousands of bills. The men are so busy, they are devoting their time to things that are pressing them from their own districts, and you ought to help to bring this to them from your districts. Let them understand that you are interested in this great American doctrine of one price to all and a square deal for every agency in production and distribution.

You can do that thru this convention. You can do it individually by letting your member of Congress understand what it means. I had an interview the other day with Secretary of Commerce Hoover, and I am glad to say that he undersands this question in its essence. He is in favor of the maintained price by the independent producers of a standardized, trade-marked article. He is for it because he understands business. The solicitors understand it, and the men in business and in legal lines who have had business along this line are for the principles involved in this measure.

We have considerable opposition to it. When we have hearings on the so-called Stephens-Kelly Bill in the House we find plenty of opposition to it. The opposition comes from highly paid attorneys represent-

ing mail-order houses, representing chain stores, representing some great department stores, and they pour in on those hearings and endeavor to have the members of Congress believe that this is a monopolistic measure, when in fact it is entirely directed against monopoly in business, and for honest, fair, open competition.

It is a measure for the people, not for any class, and yet it has been put, by these paid representatives of those who will monopolize retailing if they continue, into the position of being for the benefit of the predatory few. If we continue with the course we are pursuing now there won't be any more bookstores left in America. The old bookstore will go and give way to a corner in a great monopolistic retailing enterprise in all the great cities. The little corner store in the village will be gone. You will have instead a part of a great system that has its hand on the throat of the little dealer as well as the consumer in the end.

Trace the profits of these great organizations, find out how much they make, and you can well understand they are not great benefits to the public in the way of giving them bargains. They are making a tremendous profit. The little store on the corner is run on twenty-five per cent. The great concerns in Chicago have to have thirty-seven per cent in order to do business at all, and they are making profits which are so high that it shows that they are taking extortionate profits on many articles in order to sell a few standard goods under cost.

A Square Deal in Business

Now let us get into our minds this idea of a square deal in business. Every honest business man ought to be an active power in his community, spreading thru his business associates and thru the community ideas against evil practices in business, against the spider and the fly tactics in business, and stand for an honest deal instead, a square chance for every man, and an honest opportunity to develop.

They rob me who take my good name more than those who take my purse. My good name in business is the most valuable thing I have. Take that away and I have no money. Give me that and I can always get money, and the result is that those who attack my good name or your good name as producers, or the good name of any manufacturer, are striking at the assets of America; they are striking deadly blows at the prosperity of this nation.

I am a optimist of the first order. I couldn't be a pessimist and still be in Congress. For the last ten years I have seen world history made. I have seen America rise to challenge after challenge which seemed to be enough to shake the heart of the bravest man, and always America has met the test in the end.

Yes, in that time our boys have died for a dream of ours. The dream of brotherhood, the dream of a square deal, of cooperation, the dream that the people themselves must rule, that the consent of the governed is the fundamental of government, that the people have a right to have the governmet in their hands in order that justice may be done to every man, woman and child.

Yes, we have a duty to perform, as businessmen to apply the Golden Rule, to promote good fellowship between competitors with the idea that we can be in the same business and sit down together and yet plan in good fellowship for the things that benefit us all; that we clasp hands and know each other, that understanding may come—and that is what the world needs. That is what we need in business.

Protecting Good Will

Why shouldn't we have nations and individuals in comradeship and good fellowship, and so that we can say that it is a fair thing for an honest manufacturer of a product to have a right to make good his price to the last owner of it, the man who uses it finally, that his good will shall be protected?

You business men dealing with the things that mean education, with the things that mean development of the masses, with the things that after all are the very heart of our civilization—you ought to be in the forefront of a movement for good-will, the protection of good-will, and for the advancement of the Golden Rule. Then we will bring about all these things we boast about—our enterprises without so much enmity, our statesmanship without so much of the treason on its brow—then we will have the dreams of every prophet, of every seer and honest business man come true.

[A rising vote of thanks was extended to Mr. Kelly.]

President Herr: This convention has been most unusually favored in the magnificent address to which we have just listened.

The next item on our program is a paper on the subject, "The Need for Larger Organization and Greater Co-operation" by Mr. William W. Norman, of The Norman, Remington Company, Baltimore.

The next paper is one which will give us retailers a chance to see ourselves as others see us, read by that genial humorist from Philadelphia, but written by a publisher's salesman, whose name is not announced, James W. LeGallez of the Philadelphia *North American*. [Applause.]

A Larger Organization And More Cooperation

By W. W. Norman
The Norman, Remington Co., Baltimore

I DO not know why I have been called upon to present to you the particular topic of "A Larger Organization and More Cooperation." It is not a subject with all the aspects of which I can claim to be perfectly familiar; nor can I rid myself of the fear that the underlying reason for this uncharitable action of the Program Committee, of which my partner is a most active member, may be their hope that, by some stroke of great good fortune, I shall demonstrate the truth of that old Biblical quotation which certifies to the wisdom which shall issue "out of the mouths of babes and sucklings."

Plea for Membership

I lack the eloquence which the importance of my subject dictates should accompany its presentation; but on the other hand I am filled with a sense of the need of cooperation, if we are to raise our profession out of the slough of despond and finally turn our backs on the shapes of fear and disaster that have confronted us since the beginnings of modern bookselling.

This Association is a little over twenty years old. During its career it has undoubtedly done much to improve conditions for the book-trade. But how much pride can a member feel in contemplating the membership rolls of a national retail association which contains far less than a majority of the retailers in its line in the country? You have a fine gathering here today, and I congratulate you on the spirit displayed. But what is the percentage of your membership actually present, on the occasion of its annual gathering in the nation's capital? This is, after all, the heart of your problem. And until the remedy is applied to such conditions, until you gather into the fold the vast balance of unorganized booksellers and bring the membership to your annual convention in greater proportion to its actual members, you may talk everlastingly about what you are going to do, but you will never be able to do it.

I didn't come here to play the part of a shrieking Cassandra. I obeyed the call of the Program Committee in belief that it is my duty to do all in my power to further the interests of my own trade. So, please bear with me if I say anything that does not please you. It is not you to whom I speak. My appeal is made to that great majority who stand outside these walls, inarticulate and reactionary, in so far as co-operation is concerned.

I have no desire to flutter your Volscians in Corioli; you who are here may hear the truth without wincing. You are doing your part to build your trade, the symbol of culture and the nation's mental life, into a powerful guild embracing every shopkeeper who finds it profitable to sell a book at retail. But I am filled with amazement to find it necessary to appeal to dealers in a commodity whose handling requires such skill, inteligence and knowledge to join the National Association of their fellow retailers. Would they show the same reluctance to join the Masons, or the Shriners, or the Elks, or the Red Men, or any of the numerous other societies which carry on for the social welfare of their members? No, of course not! Yet they refuse to join an organization which is working constantly for the material improvement, not only of its members, but of the whole body of retailers thruout the country. Can blindness be carried further? Is there not something pathetic in the picture of these unprogressive booksellers scattered all over this vast country? They are in the position of the man who is living on top of a rich mine without the knowledge of how to open it up. Yet when they are shown the one method of acquiring this knowledge, the one method that their more energetic and altruistic fellows have seized upon, trade organization and co-operation with all that implies, they remain indifferent and continue to sell wall-papers to make up for the deficiencies caused by their own supineness!

United Presentation of Grievances

Retail associations have become essential features of all trades. Some trades are less fortunate than ours in that it has been found necessary to organize primarily for protection against various evils fostered by their manufacturers. In the book-trade this has never been the case, for we can smile upon the publishers and say, from our very hearts, that they are all our friends. Of course there have been differences, bitter differences, which have influenced our judgments. We have always believed for instance that the margin on which the publishing business has been conducted was substantially more than the publishers have considered necessary for the operation of the retail end. Possibly we were right; possibly the publishers had good and sufficient reasons for the limitation of discounts. But the point I should like to bring home to you is that if you had an organization in the real sense of

the word, had the representatives of your association been able to feel that the harmonious influence and cooperative energy of the book-trade of the entire country were behind them, they would undoubtedly have found the publishers more willing to go along with them in the discussion and remedial treatment of what seemed to you to be real grievances. Do not misunderstand me. You had your grievances, but how were they expressed? Not unitedly. No! by a thousand individuals each delivering himself of his own conception of what constituted the great drawback to the business. Among these many voices the publishers could not distinguish between the false and the true, between real faults and fancied grievances. And as a consequence the evils which were susceptible of immediate rectification and whose removal would have meant the difference between life and death to many a worthy bookseller of bygone days were allowed to remain a source of disease to the retail book-trade.

Booksellers at Fault

The publishers have my unbounded admiration. Personally I am grateful to many of them for great kindness shown. I honestly believe they have had, at all times, the interest of the retail book-trade sincerely at heart, and I am convinced that nothing would please them better than to see a strong and vigorous organization of booksellers operating continuously to elevate the standard of trade conditions. Don't make a mistake in your attitude on this point. The publishers are not your enemies, but your great friends. It is not against them you must sharpen your spear points. If you must use your weapons, point them at your own breasts. It is you yourselves who are the real criminals. Our business was not to stand idly by, hurling anathemas upon the publishers for initiating selling plans which seemed to inhere solely in the retail shop. I have not the slightest doubt that by far the most pleasant part of the publishing business is the handling of books at wholesale. Selling by retail necessitates the creation of new departments and the expenditure of large sums. The booksellers could have retained the trade, grown to vast proportions, which now goes direct to the publishers.

In this country trade associations first made their appearance more than three quarters of a century ago, altho not much progress was made until about 1875 when a great impetus was given to the movement by the growth of the trade unions. In the course of time it was observed that while these associations tended to protect the interests of the manufacturer and wholesaler, they almost entirely neglected that of the retailers, that inchoate silent mass, which is the first to feel the pinch So, out of the obvious need, grew the retail trade associations which today guard, in the vast majority of cases, most effectively the interests of the retailers.

One of the typical forms of protection sought by trade associations, both wholesale and retail, is embodied in the efforts made against the introduction of unfair methods. It is not my purpose nor is it within my province to enter into any detailed discussion of this subject. But I should like to place myself on record as a strong advocate of the passage of a law restraining the evil influences of cut-price merchants and as regarding such methods as most unethical—from the standpoint of the manufacturer, of competitors, and of the general public which pays the cut-price store in its purchase of merchandise what amounts to a compensating value, for what has been sold at a loss in another part of it.

Now how are you going to achieve the remedy of what you know to be the evils in your trade if, by your selfishness and indifference, you allow it to remain too weak to enforce its just demands? And if you are that kind of man or woman, without enthusiasm, or even interest in the upbuilding of your trade and its good name, in God's name get out of the business and make room for another who will use his brains, his eyes and his hands intelligently.

The Interdependence of Modern Society

As Professor Giddings says in one of his numerous works on social economics, "if organization is incomplete there is a limit to the life-possibilities of the individual organism." He or it can perform less and enjoy less while living, and dissolution begins earlier. Society as a whole exemplifies this great law. If social evolution is to continue, and the life of man is to become larger and richer with increasing happiness, social organization in the future will be not simpler, not more individual than it is now, but more complex, more interdependent. You cannot escape this fundamental truth. It is as clearly established in the natural law of the modern world as the Newtonian theory or the principle laid down by Darwin, against which William Jennings Bryan and the solemn Kentucky Solons are beating their puny brains in futile self-advertising.

And in the same degree that we accept this law as applying to society on a great scale, so must we accept it as applying to that part of society with which we are immediately concerned. What is true for the whole is true for any part of it. If organization is essential to the conduct of modern society it stands to reason that it is equally important to any of its divisions. The unorganized bookseller, standing outside the breastworks built with

so much effort by his more courageous fellows and scorning the scant protection which those weak labors conferred, not only denied the association the advantage of his help in strengthening it. He also invited attacks upon himself and it to perpetuate conditions favorable to others but unfavorable to the retailer, to which the obvious lack of harmonious cooperation in the trade promised a successful result.

Who does not remember that fable told by Aesop of the dying father anxious that his sons should carry on his work in unity and harmony? Of how he called them to him and showed them a bundle of sticks, which together defied destruction, but singly broke in two without effort? To my mind this fable touches the immortal heights of philosophic truth. And you cannot be so indifferent to your own welfare, as to ignore all the teachings of past ages which point the way to your attainment of all that you desire.

It is a truism that the field of bookselling has hardly been scratched. Is it not a reflection upon our intelligence and our industry that our trade should hold so humble a place in the comparative lists of manufacturers and retail business? Just imagine, ladies and gentlemen, that business which satisfies the most elemental characteristic of civilized humanity, which creates the opportunity for every boy and girl to rise to great heights, which confers ability, gives pleasure and controls every emotion of the human mind, just imagine, I say, what must be the opinion held by men in other lines of those who hold this power and fail to use it, to their utmost, to their own benefit and the world's great good!

These are my postulates. I fear I have already kept you too long. But my strong belief in the cooperative principle as a necessary means to success in these highly organized days must be my excuse. And so, in concluding, let me repeat that not to those before me do I address myself, but to those beyond the walls of this hall. To those who by their inactivity menace not only their own future, but that of their brothers and sisters, who have waged the good fight for the correction of all the evils that have threatened us in the past and still continue to threaten.

To these trade associates I make the appeal, that they affiliate with their National Association, not only for their own good, but also to show the present membership that they realize and appreciate the benefits that all have derived from the efforts made by a small group of brave and determined, pertinacious and continuous fighters who made the twenty-two year record of the Association.

As Ithers See Us

By A Publisher's Salesman

Read by James W. Le Gallez of the Philadelphia "North American"

THE book specialists with whom this paper has to do are the buyers and sellers of books—the professional buyers, the men and women who buy books from the publishers' salesmen for the retail store. and the travelers or salesmen who sell books for the publishers. These two vital forces in the distribution of books must meet on the basis of mutual good will and common understanding, but this paper is to present the salesman's side of it. There will be no attempt to make reference to various questions in an orderly sequence—it will be merely a haphazard rambling from one thing to another.

A frequent source of annoyance is this: A salesman calls on a buyer with a well-defined and fully-developed selling plan in connection with some particular title. The plan proposed meets with the approval and acceptance of the buyer, and more because of the selling plan than because of the title offered, he orders a larger initial quantity than he would have otherwise. However, the minute the salesman is out of sight the plan is out of mind and is never thought of again. Finally the stock of this title comes in and is put on the counters with everything else. It remains there. Ultimately the salesman is accused of having put over a sticker. This is not fair to the salesman who has done his part. The responsibility for failure is clearly up to the buyer.

Book buyers generally have become more methodical in handling orders given to the salesmen than they used to be, and most of them have some good plan of catalog checking, but there are many who have no plan of checking at all—just guess at it. The buyer who does have a rational method of checking is dear to the hearts of salesmen. The fellow buyers of those who are weak in this respect will no doubt be glad to explain their own pet method.

Where the store proprietor also does the buying, as well as many other things in the conduct of his business, there is often shown a sad lack of appreciation of the value of the salesman's time. This type of buyer is a source of much complaining when "the boys" foregather, and justifiably so. If the

MARION E. DODD

busy men and women would devise some method to handle their work and the salesmen in turn—neglecting neither—a much better feeling would prevail and more would be accomplished.

Considerable criticism comes from buyers from time to time about the evident lack of authority of some salesmen — that either they exceed their powers to grant concessions or to straighten out questions in dispute, or else their houses will not back up their agreements. No well-intentioned salesman, working for the good of his house as well as for the good of his customer, will object to a buyer's insistence that all special agreements and concessions be made a matter of written record on his order. This question, frequently the subject of discussion, will be quickly settled if every buyer insists that every agreement with the salesman be plainly written on the order the salesman sends to his house.

One of the worst habits is that of giving memorandum orders subject to later confirmation. This happens with the buyers for some department stores—when it does happen. The salesman receives the memorandum order and sends it to his house in good faith. The publishing house receives the order in good faith, and many times estimates its needs for future delivery on the basis of a collection of these memorandum orders.

WALTER S. LEWIS

The specified date for confirmation comes along in due time. Some of the orders are wholly confirmed — some half confirmed—some quarter confirmed, and many of them are never confirmed. Usually no explanation is given for not confirming. Sometimes the buyer writes to the salesman, and says: "Sorry, old man, but my appriation ran out" or "They wouldn't let me put through any more orders," or "Our merchandise man cut me off," *etc., etc.* Why give these alleged orders at all? How much better to give a definite and confirmed order for actually what can be bought and used. The unconfirmed memorandum order helps no one —least of all the salesman.

A new book by a well-known author, with established successes as a matter of record, if presented for sale with the promise of an advertising campaign behind it (many times without such promise), will nine times out of ten be bought by buyers in liberal quantities before publication, or before it has had a chance to show, but the book by a new and unknown author is bought lightly or turned down entirely nine times out of ten—regardless of its intrinsic merit and commercial possibilities. Yet the new book of an established author often flivvers out completely while that of the unknown goes tno a profitable and successful sale.

The New vs. the Old

The buyers' plaint is ever—bring us something by an author we know. The salesman often wonders how to figure it. What encouragement has his house to risk publication of meritorious books by unknown authors if the buyers continue to be—*show me first?* And don't misconstrue this as being a brief against the exploitation and sale of a meritorious book by an established author.

The temperamental and persistent appointment-breaker is the bane of every salesman's existence. An appointment for next Tuesday at 2 p.m. may mean something, nothing or anything. Next Tuesday rolls around and the salesman sits in his room patiently awaiting the arrival of his promised customer. A half hour passes and no Mr. or Miss Buyer appears—then the salesman is on the phone asking if Mr. or Miss Dilatory is in. "He ain't here" and a hang up is all he gets for his trouble. An hour passes, then two hours, and then the afternoon is gone. In the meantime frequent recourse to the phone with always the same result. Maybe in a day or two, or in a week or so, the salesman manages to connect with this particular buyer again. This is usually what ensues—"Did I have a date with you?" or "I never made an appointment with you!" or "Gosh! I forgot all about it!" *etc., etc.* It is hoped that this will reach the guilty.

Standing the Traveller Off

The procrastinator is almost as bad. This is the type of buyer who always wants to put the salesman off until some other time. "Oh, I'll see you the next time you come around" or "I'm too busy to see you today" or "Can't see you this week. Have a sale on," or "I'm not ready to buy now." When

the salesman calls in August he is told, "See me in October." When he calls in October he is then told—"I'm sorry, but I'm all bought up and can't get another dollar thru." There are not many of him and her—thank goodness, but enough of them to cause fret and worry out of all proportion to their actual importance.

All salesmen like to talk with the store salesfolk with the idea that if they can tell something about their own particular books it will help the retail selling. This is a good plan from the view point of the salesmen, and many buyers agree and encourage the practice. On the contrary, some buyers object and will not permit it. Salesmen who desire to accomplish more than merely to sell a bill of goods believe that the buyers who object are taking a shortsighted view of it.

The general attitude of the present day salesman is to sell his customer constructively—to give him workable ideas to help in turn sell the books he is buying. The old time idea of loading up a susceptible buyer with all he would stand for in one big order is a thing of the past. With few exceptions the salesman of today realizes that a developing account growing larger and larger year by year is a much better proposition to all concerned than one or two big orders. This is the method behind the work of the wise salesman, and the buyers are meeting him on this basis. For the buyer this plan of buying means increased turnover; for the salesman and his house a larger and better account. The unreconstructed buyer who fails to see the value of this plan is not getting an adequate turnover. On the contrary he is a constant sufferer from the overstock malady, If the point is not understood any clever salesman will gladly explain it.

The Traveller Has His Troubles

Every salesman in the trade, if he has learned his business at all, has a sympathetic understanding of the trials, troubles and tribulations that beset every buyer, but it is a question if every buyer has the same appreciative understanding of the hundred and one difficult problems confronting the salesman. The buyer is inclined to consider only the sunny side of the salesman's life—his apparent freedom from all restraint, the surface indications that he has hours upon hours and oodles of time to use at will. What the buyer does not generally comprehend are the vicissitudes of travel, the catching of trains, the run-ins with the brow-beating, lordly and independent hotel clerks, the baggagemen's habit of mislaying sample trunks, the daily longing to be home with the wife and kiddies; not to stress the fact that many of the salesmen calling on him are being directed in their activities by some sales-promotion genius, who loads him to the guards with instructive details, impractical plans, daily jazz letters, much adverse criticism, and what not. When inclined to blame the salesman for all poor buying guesses do give his side of it some consideration.

As a matter of fact, the comradeship existing between the buyers and sellers in the book-trade generally is a very beautiful thing indeed, and the harmonious endeavor to play each other's game on a fifty-fifty basis is rarely absent from their commercial contact. In these days when the financial rewards for work well and successfully done are greater than ever before in the history of the trade, it is a recognized fact that the human side of the book business is as essential a part of it as the commercial.

JOHN G. KIDD

There are really no misunderstandings, in the larger sense, between the buyers and sellers in the book business. All are impelled with the desire to go forward and succeed, and to go forward and succeed honestly, fairly and in the friendliest spirit—helping one another to make the best business in the world a bigger, better, happier and more prosperous business.

Mr. Le Gallez: For myself I would first like to say that I am mighty glad to be here, and I think in saying that I also voice the sentiments of all the newspaper representatives who are with us.

Mr. Herr referred to a humorous and genial salesman. The only reason that I was reading this paper is because it was written by a shrinking violet. [Laughter.]

[The meeting adjourned at 4:10 p.m.]

Morning Session---Wednesday, May 10th

The meeting was called to order at 10:15 by Eugene L. Herr, President

PRESIDENT HERR: The business this morning is the Report of the Chairman of the Special Committee appointed by the Board of Trade to investigate and report upon the practice of offering books as premiums with magazine subscriptions. This report will be made by Mr. Wilson, of McDevitt-Wilson's, Inc., New York City.

Report on Offering Books as Premiums

By Ralph Wilson

Chairman of Committee Appointed by Board of Trade.

LAST September—September 1921—the Board of Trade appointed a Special Committee to look into the proposition of books being offered as premiums with magazine subscriptions. This being so near to the holiday season, and dealers making preparation for the coming season, nothing was done, but in the following January—January of this year—we started a little campaign of inquiry to see what the opinion of the booksellers thruout the land was.

We sent out a letter and we had many personal interviews with different booksellers, and it seemed to be the consensus of opinion that this offering of books as premiums with magazines was advantageous to the bookseller.

In February, the statement headed "Stop-Look-Listen," also footed "Stop-Look-Listen," was issued and it appeared in the PUBLISHERS' WEEKLY of February 25th, and in the *Bookseller and Stationer*. Probably most of you have read this. At first I was only going to read a part of it, but the powers that be said I had better read all of it. It will take only a few minutes, and I will read all of it:

[The report will be found printed in full in the PUBLISHERS' WEEKLY of February 25th 1922, Page 493-494.]

Encouraged by the Magazines

At that time, and since, a number of adheadings have been used that are rather significant, and I have chosen three of them on which I would like to ask this question: Would it not appear that these tend to persuade the public that the bookseller is profiteering? In the case of *"Outline of History,"* across the top of the page in large figures it says "FIFTY PER CENT REDUCTION." In the *Ladies Home Journal* of March, 1922, "LET US MAKE YOU A PRESENT OF THESE BOOKS—COST FREE TO YOU," included "The Obstacle Race," "Alice Adams," "The Girls." In the *Literary Digest*, of February, 1922, the slogan is as follows: "FREE. A SPECIAL EDITION OF WOODROW WILSON AS I KNOW HIM."

Robert Louis Stevenson has said something like the following: "The world is full of a number of things, and I am sure we should all be as happy as kings." Somebody else has given us something like the following:—I presume it is a complaining bookseller—"Life is just one doggone thing after another"—only he didn't say 'doggone.' (Laughter.)

The feeling in this matter is only friendly on the part of the bookseller. I don't believe in blame or antagonism. I don't want to seem antagonistic. I don't want to seem to be dispensing any gloom, but I think, since we have the subject up, we ought to talk about it. We ought to call a spade a spade, and find out whether we are right or whether we are wrong.

Arguments of the Publishers

This practice is either right or it is wrong. It is fair or it is unfair. It is businesslike or it is unbusinesslike. Some of the arguments of the publishers follow:

In the first place, they say it gives them a greater outlet, an outlet the bookseller could not possibly give them. It may be true, and probably is true. For example, we take a group of booksellers in a city such as Washington, and pick out the leading booksellers who are dealing in the current books, and they all maintain the price but one. This one happens to be an important bookseller. He advertises to his customers, he fills his windows with books at reduced prices, he gives the matter a great deal of publicity. Wouldn't it naturally follow that he would be a greater outlet and he would sell more books by that method?

Another argument is that the bookseller by this publicity will be able to sell more books than he would without it. The question is, is that true?

Another argument is, in some cases, that only the older books of different authors are offered, thereby stimulating a book that, comparatively speaking, has become an old book. But in this connection we are not offered any better discounts on these older books, we have to pay the same price for the older books. We don't

receive any better discount on "Ben-Hur" today than we do on the latest novel.

A bookseller in New York last Christmas sent out a Christmas card, which I believe was reproduced in the PUBLISHERS' WEEKLY, and part of it read something like this: "Competition is the life of business, but cooperation is the business of life." We are asked by the publishers or their representatives, by letters, etc., from time to time, and all the time, to stock the books—that is natural. They want us to make window displays—that is quite all right. In fact, these are all privileges to us and we want to cooperate. They want us to send out imprinted circulars. They want us to send out special letters. They want us to attempt to educate our sales-force so they may know something about what is inside of their books, and can explain to the prospective customer and thereby effect more sales. Now this is called cooperation.

Well, I should like to ask—is this offering of books as premiums with magazines cooperation?

Three Remedies Suggested

There is another thing that has been suggested that would happen. I think it speaks of it in this "Stop-Look-Listen" letter I have just read. What will the store buyer say when offered an important book by the publisher?—we will say a book at $5; and a previous book of this publisher shortly after publication was offered as a premium with a magazine subscription. The question is, will not this buyer say—"Well, I don't know what you are going to do about this. I have no assurance that you are going to offer this or let it be offered as a premium with a magazine subscription. I will give you an order for twenty-five copies and not one hundred." Or might he not say, "I won't buy any of them. I will get them on order." The salesman will say, "Why?" And the buyer says, "Well, for the same reason."

Now there are three ways that suggest themselves and have been suggested to me—three ways out of this situation.

First, supposing we feel that nothing should be done, we simply should look straight at the painful truth and not listen to the siren while she transforms us into bookkeepers—and add, as for me, give me the liberty of a healthy book business or I will be inclined to go into radio or the movies.

The second is merely a suggestion on a supposition. It is not recommended, and of course, won't be done, but it shows the possibility. It is not a threat. Suppose we say, "All right, two can play at this game. Let us go. We will cut prices too. The next important book that comes out, say it is published at $5, we will immediately put a sign in the window, in large figures, and advertise it at $4." What will happen? The publishers very likely will jump on us with both feet, and justly so. And if it is kept up and others fall in, demoralization of prices will result and we will all be in the stew. But we do not want to return to those conditions.

The third way is, we can stand together as booksellers and steadily protest against this, provided we believe it isn't right and fair. I feel sure that we will win out in the end if we stand together and stick to it. If we will stand up on our hind legs and say, "Look here, you know this isn't fair, you know this isn't businesslike. Why not play the game? It makes no difference how much energy we put into our business, we cannot possibly compete against this competition unless we are given lower discounts at the time."

Now, I started out by saying I didn't want to appear antagonistic or unfriendly. I do not feel unfriendly to the publisher whatsoever. I might go so far as to say I love the publisher whether he cares for me or not, and I hope during this session that in the discussion something will be brought out and that we will not remain on the fence.

PRESIDENT HERR: The question that Mr. Wilson has just discussed is one of the vital issues that are before the Booksellers' Association, and we will take a few moments now for discussion from the floor.

MR. HOTCHKISS (Portland): I think the booksellers should express themselves on this subject. We should not go away from here and do nothing about it. The practice of giving these books as premiums is absolutely wrong. It is inimical to all of our interests. I think this Association should take some definite action at this time, and I hope that these men here will not hesitate to express themselves freely.

The bookseller is now said to be a profiteer anyway. The people want the prices of books to come down. And such statements as made in the *Ladies' Home Journal* will tend to show that to the public. I am heartily opposed to what the publishers are doing in allowing these magazines to get the books at prices which will permit a price cut on books in connection with subscriptions.

MR. MACAULEY, (Detroit): Mr. Chairman, I move that we refer this matter to the Resolutions Committee, empowering them to draw up a resolution covering the statement made by Mr. Hotchkiss.

[The motion was seconded.]

PRESIDENT HERR: It has been moved and seconded that this matter be referred to the Resolutions Committee with power to draw

up a resolution. All in favor will give their consent by saying "aye," those opposed "no." It is so ordered.

SEELEY CONOVER (Amsterdam): I think there is one point that we can very well bring out and that is that the magazine publishers feel they are charging too much for their magazines anyway and they want to give some of it back. [Laughter and applause.]

MR. EVERITT (Doubleday, Page & Co.): May I make this suggestion? I do this after consultation with Mr. Darrow, of Scribner's. I think it is rather beside the point to debate the question on this floor, because the assembly is too large, but I do make a suggestion. There is a great deal to be said about this advertising and the premium business. It is a very small thing to the publisher and of no advantage to us particularly, except the vast advertising which some of us think of real value. If you think it wise I would suggest that you appoint a small committee which might confer with a small committee of the publishers so that we can go into the matter more thoroly, marshal the facts and study the whole question.

PRESIDENT HERR: That is a very excellent suggestion. It is possible that there may be some debate on this proposition in the Executive Session this afternoon when the Resolutions Committee reports, and out of that may grow the possibility of a conference committee, following the convention.

There is no time today to thoroly thrash out the subject. I will therefore pass on to the next item of business, and will ask Mr. Ward Macauley to make his remarks on Year-Round Bookselling, carried over from Monday afternoon's program.

Year Round Bookselling

From the Standpoint of the Retailer

By Ward Macauley

IT is probably safe to say that the Year Round Bookselling Campaign with its progressive plans formulated by the committee and carried out by hundreds of booksellers thruout the country marks the high tide thus far of cooperative effort to bring the value of books more directly home to the American public. The success that the campaign is achieving indicates that the book-selling trade has learned the lesson that the best results are attained by working together and has become released from the obsession of individual store isolation. The lone game has been played for many years with indifferent results. Cooperative effort seems to offer greater possibilities of success. If we continue and enlarge upon these well-organized efforts to bring books before the notice of the public at all seasons of the year, we will go far and we will be thrice foolish if we allow our interest and activity to recede.

The committee's work and plans for the future have been admirably outlined by Mr. Melcher. His report certainly reveals great industry and initiative on the part of the committee. We are assured that a lot of live stuff will issue out of the office this coming year, but a large portion of this will be absolutely dead unless we, as booksellers, work just as hard to put it into effect, as the committee has worked to get it ready. Posters in the waste basket make no sales. Easter greeting bands which we discover two weeks after Easter is over have not boosted our sales. In short, every activity of the committee presupposes a supplementary activity on our part Further than that, the committee must receive a constant stimulus in the form of suggestions from us. We are in the field, in active daily touch with conditions, and we can report on the success of the plans which achieve the best results. A scheme which we have worked advantageously in our own business should be sent on to the committee so that its working may become general. I know that some feel that when they have initiated a good plan, they have a right to retain exclusive use of it and so they keep what they term their secrets to themselves. This might be a justifiable position if one has confidence in his monopoly of good ideas, but it is obvious that we will all receive from a general contribution of workable ideas much more than we can possibly contribute. Let us be liberal with any good plans we have; we can depend upon a return a hundred fold.

This committee does well to emphasize the value of books as gifts. A book is a gift that allows the giver a delicate artistry of choice. If your friend presents you with a novel by Mrs. Southworth, you have a very vivid illustration of his judgment of your literary taste, but if your friend presents you with a beautiful edition of Keats or Shelley, ah, how he compliments you and raises you in your own esteem! Whether it be Christmas or New Year's, Easter, Valentine's Day, Graduation season, Birthday, Mother's Day, or every day,

a book can be found that is just the thing and that can be purchased for a tithe of what an equally suitable present in most other lines costs. The playing-up of these various seasons may well enter into the work of the committee and of the bookstore. Every such season may be made the means of bringing many more people into our stores and this means a greater interest in books and more sales. The continued emphasis upon the value and the desirability of books as gifts is certainly needed.

But we must also reveal the joy of personally purchasing a book for oneself. It is as interesting an experience to meet a new book as to meet a new friend—by new, I mean one not met before. We must preach the ministry of books. We can attack this problem from many angles. There is the book for recreation only; the book of a generally instructive character; the book that teaches one to perform one's specific task better; the book that makes a hobby more delightful. Every man, every woman, every child needs books. It is a rare person that cannot be made to feel this need from some one of the angles indicated. The tired business man can get just as much diversion from a thrilling mystery story as he can from a musical revue; the *Review of Reviews* is more worth while than the Winter Garden brand; the man who lacks the time or money to travel can have the world brought to his fireside by means of the printed page, there is no trade nor profession that does not have a literature that offers short cuts to proficiency; the man with a hobby is obviously limiting his activities and his joys if he fails to profit by the experience and helpfulness of others who are treading the same path. There is no field of human endeavor, whether it be connected with our gainful occupations, or with our hours of leisure that cannot be made finer, more interesting, more worth while thru books. It is our job in All Year Round Bookselling to persuade people of the joy of books from every one of these enticing angles.

Supplement the Year Round Plans

We must thoroly join in working with the plans that the committee sends to us but we must do more than this—we must supplement. We must add originality and initiative to cooperation. By this means we will avoid undue standardizations. We would not wish to become standardized and have our activities become so centralized that bookstores the country over would resemble each other almost as closely as chain stores do. The way to avoid such a tendency is to supplement the activities planned by the committee by an uninterrupted flow of activities individual to us. We must often adapt the Year Round Plan to our own particular circumstances. Sometimes local conditions make another time more suitable for emphasizing certain books than the time suggested by the committee. In Detroit, for example, we all featured books for the home during the week of a "Better Homes" Exposition which occurred earlier than the time scheduled in the committee's outline.

Books That Are No Books

Charles Lamb refers in an essay to what he terms "books that are no books" and catalogs specifically a number of reference works and then to be whimsical includes two or three pet aversions, among them Gibbons and Hume. He calls them "things in book's clothing" and confesses to covet their luxurious bindings for his own ragged veterans. However that may be, booksellers can well make good use of these "books that are no books" in the scheme of all Year Round Bookselling. We need to devote more attention than we do to the selling of all manner of practical books. We are suffering from an obsession in favor of the new book which we seem to feel we are under an obligation to put over. Yet it is probably true that a comprehensive display of dictionaries will produce more sales than a mass exhibit of some novel of the moment. Cook books, etiquette books, automobile instruction and route books, golf books, card-game rules, parliamentary law books, books on the care of infants, fishing books, graduate record books, bird guides, flower guides, and just now radio books, and a whole host that might come under the classification "books that are no books" because they are not in the field of literature are never the less bread and butter to the bookseller and should play a prominent part in his Year Round Bookselling Campaign and ought to share in window and table displays rather than to be drawn from obscure shelves when actually demanded. Without giving us a "Cook Book Week" or a "Mend your Manners Week" for etiquette books, or even making a special occasion for any of these things, the Year Round Bookselling Committee can be of great service to the bookseller by preparing material that will stimulate sales for all these practical books.

Special Weeks

The special week can be very easily overdone. We can strongly emphasize Children's Book Week and Religious Book Week, but it would be folly to add to the list with the great number of other weeks that are being attempted: Soap Week, Honey Week, Blank's Bread Week, Silver Week, and many others. Few of these special weeks, however, have any local effective work put behind them. We owe it to any good idea to either go thru

with it or leave it alone. We should not usurp a good plan—original or borrowed—and half work it. To advertise that the week of May 8th is such and such a week and do nothing further merely adds to the multiplicity of special weeks without really awakening public interest in the product. So with slogans—good, if not overdone. "Say it with Flowers" was a most engaging phrase but its many paraphrases are unjustified. It was somewhat astonishing to see over a fish-market the caption "Say it with Shad."

Children's Book Week

Probably Children's Book Week offers one of the best opportunities for influencing Year Round Bookselling. We can do something tangible at that time to stimulate public interest greatly in better books for children. We can engage the active cooperation of many influential persons outside of our own ranks. Librarians, school authorities, boy scout workers, ministers and other church leaders, women's clubs, civic and business clubs, will all gladly work with us if we show them that our idea is not merely to sell more children's books but to arouse a more intelligent interest in their selection. This incident is illuminating. A customer, during the holidays, asked for a new novel for his brother. He insisted on the salesman's giving him a complete summary of several books and only made his choice after much deliberation. He went thru a similar procedure in selecting other books for adults. Then he said, "I want two books for a girl of ten, one for a boy of eleven, and one for a boy of fourteen. Anything will do." Children's Book Week is intended to combat the "anything will do" attitude and if so employed will recruit hundreds of voluntary workers. It ought soon to be possible to form in every city a Children's Book Week Committee, consisting of prominent public persons who have no commercial interest in books. Such a committee was formed in Detroit and helped materially in making Children's Book Week effective. Detroit booksellers organized for the purpose of carrying on Children's Book Week and utilized these and other plans for the purpose. Announcements of the meaning of the week were made by several hundred ministers and by the presidents of many women's clubs; talks on the importance of good reading for children were made before the Rotary, the Vortex, the Lions and similar clubs; newspapers made extensive editorial comment; the schools did good work in bringing the week before the children; the public librarian and his assistants strongly co-operated by displays of books, by issuing lists of recommended books, by visiting the various stores and aiding in choosing books for display, by an article on the subject in the periodical *Library Service* and in may other ways. More pretentious window displays of children's books were made than are usually to be seen even at the holidays. A scenario was written and a movie produced that was seen on the screens by many thousands. In the story a little girl asked her father for money to buy a book. He impatiently put her aside saying he was too busy to bother. The next night he came home bringing a business friend to dinner. To his consternation he found his little girl reading a paper-covered book of the trashiest variety, bought with her own money. The business man heeded the lesson and in the final picture we see the little girl surrounded by good books in good editions. A prize drawing in our juvenile department aroused much interest. Children visiting the department during the week were invited to write their names on slips; these slips were duly deposited in a box and on Saturday afternoon, Edmund Vance Cooke, the children's poet, drew the names of the lucky winners, each of whom received a handsome book. The department was thronged with eager children during this ceremony, and the unlucky ones were consoled by having the opportunity of clasping the hand of one of their favorite writers. Other stores engineered other activities and altogether Children's Book Week aroused a great deal of very favorable comment. Mrs. Alfred J. LaBelle served as secretary for the work and efficiently put into operation the various plans which the Committee of Booksellers had agreed upon as practicable. Children's Book Week is full of fruitful promise for those who do not expect to plant and harvest the same day and who will wholeheartedly work with these interested in more intelligent selection of reading for the young. It is the year's finest opportunity for the bookstore to reveal itself as a public institution with a service-giving spirit. Similar plans should also prove effective during Religious Book Week.

Displaying Books at Public Exhibitions

The public exhibition is a field that offers aid in achieving Year Round Bookselling. We are so immersed in books that we often fail to realize that we are surrounded by thousands of people who do not know that books can have any interest or value to them. Such persons rarely visit bookstores. The problem is to get the idea of books and reading into their minds. A way to do this is to get books where they will see them and be able to handle them. At public exhibitions, a suitable display of books will present the idea of reading in a tangible way to many who are not ordinarily touched by it. During the recent Radio Show in Detroit, we made an exhibit of radio

BOOKS are Life Teachers

Back to Nature BOOKS

LOST LAUNDRY TICKET

Find it in BOOKS

BOOKS Make the HOUSE a HOME

BOOKS.. The Ideal Gift

THE YEAR-ROUND POSTERS WERE JOVIALLY CARICATURED IN A CONVENTION EXTRA ENTITLED "THE BOOKFOLLIES OF 1922" WHICH THE BAKER AND TAYLOR CO. DISTRIBUTED AT THE BANQUET

books with encouraging results. Not only were more than sufficient books and magazines sold to pay the expense incurred, but the idea that books can be a practical help was conveyed in the most effective way. In a campaign for Year Round Bookselling the bookseller cannot be content with remaining in his store and letting buyers come to him. He must go to them and he must join with all the other agencies which are trying to interest people in books and reading and which thru many activities are sending customers to his store every day. It may well deserve the attention of the committee to consider plans for helping booksellers to make book exhibits at expositions, conventions and other gatherings. It might prove wise, where large exhibits are necessary, for the committee to consider the possibility of undertaking the work itself.

Universal Children's Book Week

All these activities and many others may be profitably employed by the committee and by individual booksellers with the one thought of making books and reading constantly more prominent in the public mind. All such efforts will be well repaid. Perhaps not overnight but in the future for which we are building. We should aggressively carry out just as many as possible of the plans that the committee sends to us and we should add other plans and campaigns which give promise of success in our various fields. We should stimulate the committee by suggestion and encouragement.

The work of the Year Round Bookselling committee should be utilized in even the smallest towns. Every merchant who sells books at all should take his part in Children's Book Week and should use the aid the organized plans give him to increase whatever book business he has. It is to be hoped that sufficient funds will be available so that material for booksellers and for newspapers may go into our rural and small town communities for interest in reading needs to be increased there just as much as in centers served by our large stores.

Enthusiasm Counts

All these practical things will help us greatly in achieving Year Round Bookselling, but the crowning glory of our task will lie in our love of our work, our flaming enthusiasm for our product and this if we possess it, will prove our most precious asset in spreading the love of books to others. The man who cares no more for selling a book than a jar of cheese, or takes no interest in what books he sells, to whom in a word the book is merely merchandise and nothing more, lacks an intangible but very real and immensely important quality that will help him greatly in the big job of winning the American public to an increased understanding of the joy and enduring value of reading. The enthusiasm that flames within us can be imparted to others but it cannot be successfully simulated. No stereotyped plans, however excellent, can take the place of this secure belief in the worth of our work but the two working hand in hand should prove to be the proper combination to bring about that greatly to be desired object—the successful unremitting sale of books thruout the Year.

President Herr: The question of Year-Round Bookselling is open now for discussion from the floor. Very briefly, we will be glad to hear from anyone as to his impressions, reactions or suggestions. The remarks will have to be brief but we will be very glad to hear them.

Mrs. Morris (Detroit): Would you listen to a word from an old-timer? I found that in my work I was helped a great deal by a booklet containing the dates of birth of the different authors, written many years ago by Mary Fuller. In that book you will find the birth dates of all the prominent authors. I put on a Shakespearian display one time in April, which was very helpful. I emphasized Shakespeare's birthday with small books, I had photographs of Shakespeare, and I had all the various editions of Shakespeare. I had one full window display of Shakespeare and I sold a good many books. I started it on the 23rd of April and kept it for an entire week. I sold a lot of his books when I had the display.

Featuring Author Birthdays

You can have a display of Burns or Keats, or anyone else. It doesn't necessarily have to be Shakespeare. The field is very large. The book I speak of is a fine guide. You will find it in most any library. I don't remember the title of it, but it has to do with dates, etc., of famous men. I have found it a wonderful help in my experience. Of course, I am an old-timer, and I may be a little out-of-date—as they said sometime ago, "a little disfigured but still in the ring." [Applause.]

President Herr: We were favored yesterday with a visitation from several statesmen, several members of the House. Today we are favored with a stateswoman, Mrs. Senator Keyes, who besides being the wife of a Senator is in her own right a literary woman, and we will be delighted if Mrs. Keyes will say a few words to us. [Applause.]

Mrs. Frances Parkinson Keyes: With all humility of spirit I come to say a

few words to you this morning, because an author has got to convince herself, or himself that there is something inside of her or him that is worth saying, and then she has to convince the editor, but after that she has to convince the booksellers. I had a very bitter experience of that sort this fall when I was sent out to Buffalo to be featured—as our friends meeting downstairs would put it—at a big book fair in Buffalo where they had planned to have me more or less on exhibition, the lion or perhaps the lioness of the occasion. And the books that my publisher, Stokes, had sent out for me to autograph for that occasion were delayed in the mails. We won't make any remarks about the mail system, this isn't the time for that, altho I could say a good deal about it—anyway the books were delayed and we scoured the city. After a prolonged search we unearthed four copies of a book of mine which had been out less than three weeks. We sat around, with a panting throng at my heels and in front of me waiting for those books to come and when the books came from Stokes we sold twenty-five in twenty minutes, and if we had had a hundred we could have sold them in an hour.

Encouraging the New Author

Now I wish I could put in a plea to the booksellers to give the beginner or the near-beginner some kind of a show. I don't mean by that to impoverish yourselves in these awfully hard times by putting in big orders for a person's work which would not sell, but when the supply is exhausted to renew it.

After that experience in Buffalo I did a little sleuthing in a small way when six people in one day, for instance, told me they hadn't been able to get a copy of my book in the city where I lived. I went to six different bookstores. In those six different bookstores I found just two copies of my book.

Now I know that wasn't the publisher's fault, and I am not prepared to say that it was the booksellers' fault, but can't you give us a chance?

In politics when a man begins to show a little spark of possibility he gets some cooperation—not for his sake, we are much too selfish for that—but for the sake of the other people who are going to deal with him. And can't you renew in a very, very small quantity the book of a new author when a demand comes in? I really think that we would cooperate with you to such an extent that you wouldn't be sorry in the end. I know I will.

I feel that you and I—and when I say you and I, I mean this chain, the booksellers, the publishers, the editors and the authors—have got in our hands today the very biggest piece of work that exists in the world.

I have been to a number of conferences lately. I am able to go to a good many in my official capacity. When I am not allowed to go officially I go as press, which I enjoy very much, indeed. The last one I went to was the big Pan-American Conference in Baltimore. It was a very, very wonderful conference, indeed, and I was fortunate enough while I was there, to have a whole hour alone with Lady Astor. Usually when I hear a great deal about a woman or a man beforehand I am disappointed when I meet them.

A Plea to American Women

But she came up to every expectation. I had been very much interested in various welfare measures that had been taking place in the Senate—she said, "Mrs. Keyes, the very last thing I say is to urge American women to go and work. Too many women in America are just sliding over the surface and imagining they are working. They have a wonderful chance and if they would only dig down to rock bottom, there is nothing that the American woman and man can't do."

I believe that is true, and I believe that we have got the biggest piece of work of all. Where nothing else on earth goes, where no music goes, where no pictures go, the printed pages go, and you and I are helping to send them there. It is a perfectly wonderful piece of work, a wonderful asset, a great, great source of power and service and a help to humanity.

We have got it in our hands to do the very best we can with, and I think there is nothing, if we all get together on it, that we cannot do. We can pretty nearly control the destinies of the universe if we all work together now. I don't think there is anything that expresses it better than a little poem by Sir Henry Van Dyke. I hope it will mean at least a little to some one here because it has meant so much to me. It is about work.

In Praise of the Daily Task

When I began to ply my nefarious trade in an attic, because my family made such great fun of me, I had to work on a typewriter which dated back to the days of the Civil War, because a real typewriter had to be saved for work that really mattered. It was about as big as a Ford and it seemed as tho it had seen about fifty years of hard service. The hired man on our farm helped me put it together so that I could actually write on it, and behind closed doors in a place that was darn hot in summer and darn cold in winter, I hammered out the first things I wrote. They came back and came back, and to this day I

cannot look a fat commercial envelope in the face without having an awful sinking feeling somewhere, because I remember what it used to mean. [Laughter.]

I have heard about authors who immediately earned $1000 on the first things they wrote, but, like other people's wonderful cooks, and other people's wonderful children, I have never seen them—I have a large family and they are pretty fine children, but they are not perfect—and I haven't discovered that work is ever easy or ever perfect, but still it is magnificent.

"Let me but do my work from day to day,
In field or forest, at the desk or loom,
In roaring market place or quiet room;
Let me but find it in my heart to say
When vague wishes beckon me astray,
This is my work, my blessing, not my due.
Of all who live, I am the one by whom
This work can best be done in the right way.
Then shall I see it not too great nor small
To suit my spirit nor to prove my powers,
Then shall I cheerfully meet the laboring hours,
And cheerfully turn when the dark shadows fall at eventide,
To love and play and rest,
Because I know for me my work is best."
[Applause.]

President Herr: Miss Marion Dodd, our Second Vice President, has something to say at this time.

Marion Dodd: Mr. Nye has asked me to read this letter which I wrote him a few days ago, bringing up something which I think we are all interested in:

Hampshire Bookshop, Inc.,
Northampton, Massachusetts, May 3, 1922.

Mr. Simon Nye,
c/o S. Kann & Sons Co.
Washington, D. C.

My dear Mr. Nye:

A short time ago you asked booksellers in general to bring up certain subjects for discussion. It seems to me from the booksellers' point of view that the question of publishers' date ought to be discussed quite thoroly and some action taken in requesting the publishers to put approximate dates of publication in their advertisements throughout the newspapers and magazines. In many cases they are actually cutting down the sale of a book by advertising so far in advance that people are convinced that it is out and will not believe any bookseller when he states that it is not yet published. Quite naturally, I think.

The result is that the friends of an advertised book are more and more disgusted as they go from shop to shop without finding it, and when they finally do obtain the book they think that all the other bookshops have been slow in obtaining stock or else did not know what they were talking about. Now that conditions of manufacturing have changed, it seems to me, that it ought to be possible for publishers to approach the dates announced for publication and those who are not announcing dates should be requested to give full details to the bookseller.

Very truly yours,
(*signed*) Marion Dodd,
Hampshire Bookshop, Inc."

President Herr: The discussion of Year-Round Bookselling was cut rather short, and before I pass on to the next item I want to give you an opportunity. Has anyone anything to say on the work of the Year-Round Bookselling Committee?

Mr. Seeley Conover (Amsterdam, New York): Mr. Chairman, I would like to speak on this matter, especially to the younger members of the Booksellers. If you want to become a power in your community and want to be known, if you are called on in a municipal way, to serve your city or your town, don't turn the call down. Remember that you can serve your community municipally as well as you can in anything else, if you will, and the way you can maintain your position is to play the game square where you are or in whatever you undertake. If you do what your good will dictates you to do in your community, you won't lose one dollar's worth of trade. That pertains to merchants generally. They are a cowardly class when it comes to standing up before their people and saying what they think is right and what they think is wrong, sticking to it and letting everybody know it. You can be popular in serving your municipality and you should do it, because you belong to it. You owe your service to your community in that way as much as you do in bookselling. Now that is the message that I want to bring to the younger men who are coming up—don't be afraid of entering into politics if you will only do it squarely.

President Herr: The committee have placed on the chairs in the room a list of slogans, and they are particularly anxious that everybody consider this list very carefully and send in a vote as to what they consider the best slogan. This is very important, because they want to get the opinion of as many people as possible on the most valuable slogan.

Are there any further remarks?

Mr. Hotchkiss (Portland, Oregon): Mr. President, I would like to say for the booksellers that had they known Mrs. Keyes was to be in the city she referred to, they doubtless would have telegraphed and had some of her books there. I promise that if she will come to Oregon we will wire so that she will have a large stock to sell. (Laughter.)

President Herr: We have what the Committee considers a valuable suggestion from one of our veteran booksellers, John R. Anderson. Mr. Anderson's paper will be read by Mr. Estabrook.

Mr. John R. Anderson (New York City): I just want to say that I have been talking for sixty-five years—I have been talking books and I am rather husky, so I have borrowed my friend Estabrook's oratorical voice to read a brief paper I have prepared. (Applause.)

Mr. J. Joseph Estabrook: I am very glad, indeed, to do this for Mr. Anderson.

A Revival of Out of Print Books

By Mr. John R. Anderson

THE wide sale of so-called remainders—of books for which leading publishers have no longer warrant for issuing in regular editions, seems to indicate that, in the language of Pope,

"'Tis pleasant sure to see one's name in print,
A book's a book, altho there's nothing in 't."

That is, if the price be low enough. Certainly that must be the ground for its extended sale in the case of many titles which have reached a moribund state in the hands of the publisher. The wonder is that there was ever a warrant for its original issue, unless the author bore the initial expense of issue and simply hired a publisher's name for the title page.

It is believed, however, that there is ground for the reissue of numerous books of substantial merit whose sale does not give sufficient promise to their publishers to warrant continuing their issue. Many such books have the same merit that led to their original publication, but with a catalog containing hundreds or thousands of titles, much discrimination needs to be observed. Publishers have to give their principal attention and energies to books of recent issue in which considerable amounts are involved, or to books of such moderately active demand that at least limited editions of 500 to 1000 copies are warranted. I desire to urge that if a group of 25 to 50 enterprising booksellers thruout the country would join in the output of such out-of-print books, or books made in inferior editions, so that the individual investment was nominal, that many such books could in the aggregate be safely made and a substantial net profit secured without recourse to remaindering other books sold at so much per pound or square foot.

The splendid success of Grosset & Dunlap, and Burt in the reissue of 10,000 to 100,000 copies of once "best sellers" by a change in price is good evidence that there was an entirely new clientele for scores of books which had about run their course at regular prices. I could point to at least three titles, where editions of 500 to 2000 copies of books listed at $2.50 to $10.00 have been made and sold at practically full jobbing prices without the active co-operation of more than two or three other dealers.

The general proposition is that such a group of booksellers as I have outlined, should join in the making of a limited list of creditable books by simply agreeing to take a moderate number of copies of such a selection of books as they agreed in advance were worthy of republication, either from existing plates, by paying a royalty to the present owners, or by resetting where warranted. It is proposed that no investment shall be demanded beyond taking ten to fifty copies of the books "elected" to be made by the group taking part in the arrangement, the price to be practically the cost of making, plus a moderate advance on such cost to the central headquarters thru which all the books would be made and distributed. No obligations would exist to order any book or books for which the individual bookseller had not "voted," as it were, nor would any book be made unless a sufficient number was ordered to warrant its making.

The plan would be to submit, periodically, titles which would be entertained, with the approximate cost to the dealer—suggestions being always invited from those taking part as to what was desirable to make.

In brief, the general thought is to place each dealer of the group in the position of being part of the "Booksellers' Publishing Company, Limited," as it were—the limit being fixed by the dealer taking part.

All circulars and catalogs of description could be made in common, with notice of past and forthcoming issues of other titles, so as to minimize overhead expenses. In general, it would be the aim to make no more copies than were ordered in advance unless it was found that another edition was warranted.

Details as to the class of books and the titles to be considered would be subject to consideration if the general purpose of the enterprise was deemed worthy of a trial, and no obligation beyond future individual books to be made, would exist. (Applause.)

PRESIDENT HERR: If there are no objections, I will refer both of these suggestions to the Resolutions Committee—Miss Dodd's suggestion and this one by Mr. Anderson.

We have a belated Committee report which was not turned in on Monday afternoon. Miss Walker, the Chairman of the Membership Committee, will make her report.

Report of Chairman of Membership Committee

By Belle M. Walker

YOUR Chairman of the Membership Committee wishes to take this opportunity of thanking the members of the Membership Committee who have been working with her to increase the membership. Among those who have worked for this end are J. Joseph Estabrook, who sent out 1841 membership blanks with a letter, Mr. Siler and Mr. Wessels, who made a personal call and gave a list of names that they thought eligible for membership. Particularly interested was Hulings C. Brown, Chairman of the New England Membership Committee.

Early in the year, immediately after the last convention, Mr. Brown sent out an excellant letter to every possible candidate in New England calling attention to the theme of the convention, enclosing a letter with the roster and a copy of the constitution, and he also appended ten reasons why the booksellers should join the organization.

The total number of members from the New England States aggregates 75.

During the last year the New York membership increased from 117 to 135, an increase of 13 1/3%.

In the State of Massachusetts, Boston leads with 28 members and Springfield comes next with 6.

We have the same number of members in Asia and in France as we have in Arkansas, Georgia, Montana, Nebraska, New Mexico, South Dakota and Utah, and that is one each. These same states total the same number of members as there are in the District of Columbia, and this same stupendous number of seven totals the representation of each of the following states: New Jersey, Indiana, and Wisconsin. Here is another instance of "East is West."

We feel like asking what is the matter with Arkansas, Georgia, Montana, Nebraska, New Mexico, Soutn Dakota, which are only represented by one member, and Kansas, Kentucky, Mississippi, Maine and Rhole Island by only two members. If there are any Rhode Island booksellers present, for we know there are a great many progressive booksellers in Rhode Island, we would be glad to have them explain this amazing fact.

While the American Booksellers' Association would welcome a membership from the Wheeler Syndicate, in fairness to Mrs. Helen Rowland, who, as far as we know, is our only author member, we must correct the roster which gives the membership as that of the Wheeler Syndicate. Mrs. Rowland is the member and her address is care of The Wheeler Syndicate.

Members of the American Booksellers' Association

Arkansas	1
California	11
Colorado	9
Connecticut	11
Delaware	3
District of Columbia	7
Georgia	1
Illinois	32
Indiana	7
Iowa	3
Kansas	2
Kentucky	2
Louisiana	4
Maine	2
Maryland	6
Massachusetts	52
Michigan	11
Minnesota	6
Mississippi	2
Missouri	4
Montana	1
Nebraska	1
New Hampshire	6
New Jersey	7
New Mexico	1
New York	135
North Carolina	6
Ohio	23
Oregon	3
Pennsylvania	34
Rhode Island	2
South Carolina	3
South Dakota	1
Tennessee	5
Texas	2
Utah	1
Vermont	2
Virginia	5
Washington	5
West Virginia	3
Wisconsin	7
Asia	1
France	1
	451

An increase of 15¾% over May 1921.

Old Members of A. B. A. whose Names were Left Out of Roster in Error.

Hartford, Conn.—Brown, Thompson & Co., Main and Temple St.; Edwin F. Mitchell, 27 Lewis St.; G. F. Warfield & Co., 77 Asylum St.

Philadelphia, Pa.—George W. Jacobs Co., 1628 Chestnut St.

San Francisco, Calif.—James D. Blake.

New Members taken into Association since Roster was Printed.

Boston, Mass.—Harry Gould, New England News Co., 1001 Arch St.

Fall River, Mass.—Edward S. Adams, P. O. Box 102.

Memphis, Tenn.—E. H. Clarke & Co., 18 So. Main St.

New York City—Daniel F. Waugh, A. R. Womrath, Inc., 21 W. 45th St.; Mary J. Bartsch, c/o M. J. Whaley, 749 Fifth Ave.; Joseph G. Murphy, c/o M. J. Whaley, 749 Fifth Ave.

St. Louis, Mo.—Hans Ballin, c/o C. Witter, 19 So. Broadway.

Indianapolis, Ind.—Grace L. Thompson, c/o L. S. Ayres & Co.

Berkeley, Calif.—C. S. Downes, Associated Students' Store.

This organization should have the support of every man and woman who owns a bookstore or who holds any responsible position in a bookstore or who has at heart the interest to see the right book get into the hands of the right person. It is an association in which the publisher and the author as well as the bookseller should be vitally interested. They are all useless each without the other and the success of one makes the success of the other.

Twenty-one years ago the American Booksellers' Association had 746 members, 533 paid their annual dues, which were increased from $2.00 to $5.00. At that time they thought this increase would be difficult to get, but the members met it cheerfully and apparently all those in arrears paid the increased dues, bringing up the membership to 746. Are the 1,000 members desired by our President too much to expect after twenty-two years as an important organization?

President Herr: I have only one comment to make on the report. Miss Walker reports that today our membership is 484. There must be some at the convention who have not yet joined, who should join. It takes only sixteen new members to bring us up to a round five hundred before we leave Washington, and I certainly hope we pass the five hundred mark before we close the convention. See Miss Walker or Mr. Kidd, and they will fix you up. I should like to see the membership around five hundred before tomorrow night when we adjourn. I certainly want to thank Miss Walker for the active work done by her committee this year.

At this time I would like all those who have joined the association this year to stand up. all who are in the room, so the rest of the members may know you. (Several arose.) If there is anyone in the room who is available for membership, I hope they will see the Chairman of the Membership Committee and join before the convention is over.

I would like to announce that we have secured the railroad half-rate this year. (Applause.)

Miss Mary Smith of Northampton wants to say a few words to you.

Mary Byers Smith: (Northampton, Mass.): It seems too bad that a meeting labeled "Complaints" should be so largely populated by ladies, but I am not making this suggestion in the form of a complaint, but as a suggestion.

The question of getting new members among the younger people in the staff is a very real one, and in order to do so the Association has got to mean something to those younger members. You cannot come to a conference like this without wishing that everybody at home could be here.

The next best thing to that, it seems to me, is to have at least one good discussion meeting in every local community, once a year. In order to do that, the Hampshire Bookshop, altho it realizes that a great many of you have been doing it for many years—the Hampshire Bookshop invites New England—all the booksellers of New England who are members of this Association, or who are considering joining this Association, to have a two-hour discussion, followed by an informal supper. We will have it on the evening of the first of Hugh Walpole's lectures, so you will have a chance to meet Hugh Walpole. We are not perfectly sure what night that is—Miss Dodd hasn't her memorandum—but we think it is the third Tuesday in October.

There is a notice of the lectures in the Publishers' Weekly, which I won't read; they are on the development of the novel in the twentieth century, and include, of course, many of the publishers' very latest books.

We are not inviting a small local group to a party and advertising it at this meeting. We are putting this as a suggestion to every community, every subdivision of this organization, to get together in some such informal way—if you don't already—and we believe that there is no question that some of the younger members of the staffs will have permanent suggestions there at the very beginning of the Children's Book Week, of the fall sales, of the Christmas sales, and that if we do this all over the country a larger and more representative group will get together next year.

Thank you. (Applause.)

CHARLES A. BURKHARDT, OF DUTTON'S, NEW YORK, AMONG THE SECOND YEAR'S GROUP TO BE ELECTED TO THE HONORARY FELLOWSHIP OF BOOKSELLERS.

PRESIDENT HERR: Miss Dodd's suggestion is very pertinent and practical, and I am glad it will be carried out in New England. It is a start in the idea of developing divisional and sectional associations, which is one of the most logical steps for expanding the influence of this body. I wish Miss Dodd and her associates the greatest success in getting together a good strong representation at that meeting in New England, and I commend that example to you in every part of the country to try to bring together some definite group and start a local or sectional association.

There is the germ of a big idea to carry along home with you and work out; each one of you work it out in your own territory.

Mrs. Morris brought with her the greetings of an old, old friend and old, old member who is no longer a bookseller, whom she met on the train from San Francisco—our old friend John Sterling of Watertown sends his greetings to the Booksellers' Association. (Applause)

We have been honored by having sent to us from our fellow society in Canada, the Canadian Booksellers' Association, a representative, Mr. Brown—Mr. Clinton Foster Brown. Is Mr. Brown in the room? Mr. Brown, we would be glad to have a word of greeting. (Applause.)

CLINTON FOSTER BROWN: Mr. President, and friends of the bookselling profession: It gives me great pleasure to be here with you today and to extend to you the greetings from the Canadian Association. We are only a baby. We have only been in existence two years. We are small in number, but we have accomplished something so far and we are going on to greater things.

We wish you all success here. I have listened with great interest to the different papers and congratulate you on the standard, the high standard, of the papers that have been delivered.

I have been extremely interested in the question of Price Maintenance. I might say for Canada that that subject is not a live one. We have no price cutting in Canada to speak of. I don't know whether the law supports us or not, but when a departmental store or price cutter comes on the field, the publisher just goes to him and says, "It has to stop," and it stops, and that is all there is to it.

The English have a great idea of fair play, I will say, and when it is put up to them, they abide.

It would give me great pleasure to have you consider Montreal as the next city for holding your convention. If not this coming year, perhaps in the near future. Montreal is a city of historical interest, second only to Quebec, and those of you who are interested in history must know that the history of America, the United States and Canada, is closely linked together.

But I was going to say, the primitive French Canadian life, the life the French Canadian lives, is practically the same as that he has been living for the last two or three hundred years. We assure you of a great welcome.

PRESIDENT HERR: We had with us yesterday —I don't know whether the gentlemen are here today—representatives of the National Association of Retail Druggists who are here on account of their interest in the Price Standardization proposition which we have up. Those representatives were E. C. Brockmeyer, Frank T. Stone, and Andrew Humesburger.

We also have with us a gentleman from France, who will kindly stand up and be recognized. He hopes to have a chance to speak to you this afternoon. He is Mr. Lamm of the *Agènce Générale* of Paris. I am sorry the time is so short that I can't give Mr. Lamm an opportunity to speak right now, but we are very near adjournment time.

MRS. RALPH WILSON: Mr. President, we have been indulging in a long Rip Van Winkle sleep, as Mr. Hotchkiss of Oregon told us. It has been the fairy wand of the publisher that has awakened us to our opportunities. They

have done a great work. We have been like children. The best educational practices of today are to capture the interests of the child, start him on the road to exploration and leave it to the child's inherent love of adventure to travel the rest of the way unaided.

The other day I received a letter from a little girl in a small town in the Middle West. It set me thinking. We need so badly a Booksellers' School. Couldn't some of the money be diverted from the Year Round Bookselling Campaign and be used to help in raising a fund for such a school? This letter read:

"I have just been making posters for our home economics department."

Later her mother wrote:

"Helen has received much praise for the fine posters she has made for the school entertainment. She really shows a talent for drawing and design that we did not know existed. If she could only have it developed!"

Why couldn't the booksellers offer prizes, preferably of choice and helpful art books, to the student in the high school or college, for the best posters, as an incentive to effort and to bring out the latent talent that might exist? Where there ore good schools of design, such as the Rhode Island School of Design in Providence, or such as exist in many of our High Schools, they offer encouragement.

C. C. PARKER, OF LOS ANGELES, THE SECOND BOOKSELLER FROM THE PACIFIC COAST TO BE MADE HONORARY FELLOW.

SIDNEY M. AVERY, OF BRENTANO'S, WASHINGTON, ELECTED TO THE HONORARY FELLOWSHIP AND CHARLES E. BUTLER SO HONORED LAST YEAR.

Call attention to the poster; print a cut of it in the daily paper; exhibit it with the student's name in the Bookseller's window. It would create an interest in the store. It might even be linked up with good books on design. In June a prize might be offered and mentioned in the Bulletin sent out by the publishers. It would plant an idea in the mind of each contestant, of books, as well as their household furnishings, and all the time it would be encouraging and developing latent talent. If everyone present would read Brooks' little book "Literature and Leadership" he would realize the necessity of fostering a love of art in our country.

V. M. Schenck (Boston, Mass.): I think Mrs. Wilson has presented an idea which has great possibility and that the Year-Round Bookselling Committee should consider seriously and promote.

President Herr: We haven't any time for discussion on this matter right now, but we probably will have time to talk on it in the afternoon session.

I will now ask Mr. Melcher to present the Honorary Fellowship Certificates of the American Booksellers to those who have been elected.

LOUIS A. KEATING, OF SYRACUSE, ELECTED TO THE HONORARY FELLOWSHIP, IS PHOTOGRAPHED ON THE ROOF GARDEN WHILE TALKING TO MISS HUBLEY OF BROOKLYN.

The Award of the Honorary Fellowship

MR. MELCHER: This is the second year in which we have announced the results from our efforts to find some informal way of recognizing those among the retail booktrade who have endeavored to raise the standards of bookselling to a level to which we like to accord appreciation. I would like, if I had the time, to review in detail the purposes of this fellowship, but at this time I merely want to announce the results of this year. As you know, the nominations come from the trade, and the election is by our membership. In limiting the number each year to five we realize that it simply gives us long years ahead in which to add to the number, and it keeps a growth still ahead of us.

The results of this nomination have been coming in for the last month and they have been totaled up to the time that I make this announcement.

I should like those who are present whose names I read to come forward please and receive this certificate. The ballot is as follows:

"Over forty years buyer for the retail department of E. P. Dutton & Company, New York. Was trustee of the old Booksellers' Provident Association, the founder of the Booksellers' League of New York. A competent bookseller, a high-minded citizen and one who has labored with marked ability and self-effacement for the profession which he has done so much to benefit—Charles A. Burkhardt."

[. . . Mr. Burkhardt came forward and received his certificate. . . . (Applause.)]

"Manager of the Philadelphia Bookstore of the Presbyterian Board of Publication. Ohio born, entered book business in Cleveland and went to Philadelphia in 1900 to be manager of the book department of Strawbridge & Clothier. Was one of the earliest department store men to bring that group into the A. B. A., and has served in many offices. Active member of the Philadelphia Booksellers' League. A bookman of long experience, of highest ideals and unquenchable enthusiasm for the standards of the profession—Walter S. Lewis."

[. . . Mr. Lewis came forward and received his certificate. . . . (Applause.)]

"Manager of the Womrath Book Store at Syracuse. Entered bookselling in Philadelphia with American Baptist Publication Society. For some years manager of the book department of Frederick Loeser, Brooklyn. A bookseller of well-rounded training, high ideals, and a constant worker in all organized gains for bookselling. Was first president of the Philadelphia Booksellers' Association and many times officer of the American Booksellers' Association—Louis A. Keating."

[. . . Mr. Keating came forward and received his certificate. . . . (Applause.)]

"For ten years manager of the Brentano store at Washington. Previously with W. B. Clarke Company of Boston, Dodd, Mead & Company's

retail store and Brentano's at New York. Considered one of the best informed bookmen in the country and a store manager of unusual resourcefulness and ability—Sidney M. Avery."

[. . . Mr. Avery came forward and received his certificate. (Applause.)]

"He has made his bookstore famous from one end of the country to the other by his remarkable knowledge of the literature of all fields and his fine instinct for interesting people in books. His store has always carried in stock a collection of books noted for its variety and completeness—C. C. Parker of Los Angeles." (Applause.)

[. . . Mr. Parker did not attend the convention. . . .]

President Herr: I suggest that the Chairman wire Mr. Parker at once of his election.

It is absolutely necessary that we adjourn this session. The Executive Session meets this afternoon at 2:30. The members will please be here promptly, and all try to come because there are important matters of business to be taken up.

The meeting adjourned at 12:00 P. M.

WALTER S. LEWIS, PROMINENT FIGURE IN MANY CONVENTIONS, ELECTED THIS YEAR TO THE HONORARY FELLOWSHIP

Afternoon Session—Wednesday, May 10th

The meeting was called to order at 3 P. M.

President Herr: We will call for the report of the Auditing Committee, Mr. Sanford, Chairman.

Mr. Sanford read the report of the Auditing Committee, as follows:

"Mr. President, Ladies and Gentlemen of the Convention: Your Auditing Committee has inspected the receipts and expenditures of the Association and verified the same with the bank account and find them correct. (Signed) B. E. Sanford, Chairman; Fred H. Tracht."

The other member of the Committee could not be found to get his signature.

The report of the Auditing Committee was adopted.

President Herr: The report of the Resolutions Committee is not quite ready. Until they are ready, are there any communications to be read to the meeting? The Secretary has been reading communications from time to time. Mr. Butler, have you any further communications?

Mr Butler: No, except more telegrams, approving our stand on price standardization.

President Herr: Mr. Butler has received since yesterday a number of additional telegrams and letters confirming the stand and position on the Stephens-Kelly Bill. They are all of the same tenor.

Mr. Butler read several telegrams and letters including the following:

Letter From Mr. Stokes

Dear Mr. Butler: "May 5, 1922.

I have duly received your interesting letter of May 3 and all the effective and well-planned material accompanying it.

You are certainly putting up a splendid fight, and I hope it will have good results. Largely due to efforts to honor your wishes—as usual—you have doubtless received the formal endorsement of the National Association of Book Publishers. I find, however, that some publishers are disturbed for fear that the bill in its present wording will render it impossible for them to dispose of remainders, and remainders are an inevitable misfortune in the publishing business, which is quite different in this respect from the sale of safety razors, Beechnut bacon, etc. Another question is that of the jobbers and their discounts.

However, probably these difficulties can be met when the bill is finally threshed out in committee.

With kindest regards,

Yours faithfully,

(Signed) F. A. Stokes,

President, Frederick A. Stokes Company."

Telegrams Favoring Kelly Bill

From S. D. Siler, New Orleans, for the Booksellers of Louisiana.

The Goldsmith Book and Stationery Co., Wichita.

Isaac Mendoza, New York.

Will D. Wilson, Manager Lowman and Hanford Co., Seattle, for the Booksellers of Seattle and the the State of Washington.

R. T. Wills, Greensboro, N. C., Secretary and Treasurer, North Carolina Booksellers and Stationers Assn.

A. Pomerantz, Chairman, The Middle Atlantic Retail Stationers Division of the National Association of Stationers and Manufacturers of the United States, Philadelphia.

Frank R. Welsh, President, The Philadelphia Stationers' Association.

Fleming H. Revell Co., New York.

J. Ogden Pierson, President, National Association of Stationers and Manufacturers.

Henry Frank, President, The Stationers' Association of New York.

Oliver Wroughton, Secretary, Kansas City Stationers' Association, Kansas City.

J. K. Gill, President, Pacific Northwest Stationers' Association, Portland.

Philip M. Anderson, President, Kansas Book Dealers' Association, Newton.

Charles H. Langlein, President, Robert Crawford, Secretary, The Stationers' Club of Pittsburgh.

John Gibson, President, The Cincinnati Stationers' Social Club, Concinnati.

Edmond A. Whittier, Secretary-Treasurer, American Fair Trade League, New York.

Edward E. Huber, President, The Stationers' and Publishers' Board of Trade, N. Y.

Legerton & Co. Inc., Charlston, S. C.

S. M. Avery, Brentano's, Washington.

Brentanos, New York.

Presbyterian Board of Publication, New York City.

M. J. Whaley, Inc., New York City.

George W. Jacobs, for the Booksellers of the State of Pennsylvania.

Harry F. Marks, New York.

George E. Chalmers, Rutland, Vt.

Mr Butler : I hope that you will all appreciate the efforts of all these individuals who have gone to the individual expense, time and trouble of sending us these telegrams. The American Fair Trade League has sent the propaganda which we have distributed.

President Herr : The following telegram has been received:

"Congratulations and best wishes from a bookseller whose business went over the top last year but who cannot be with you at this eventful meeting.

Ida Josephine Watson."
Glass Block Store, Duluth.

While we are waiting for the report from the Resolutions Committee. I might say that the Resolutions Committee has had a difficult task this year on account of the arrangement of the program, the Executive Session coming so close on top of the session this morning gave them comparatively little time.

Mr. Witsil, I think, now wants to throw down a challenge to the country at large.

Baseball Challenge

Mr. Witsil : Mr. President, I hardly thought that I was going to take advantage of your permission, but since yesterday I have come to the conclusion that I have a message for the convention in an effort to secure a little of the spirit of co-operation. This morning a lady spoke about encouraging the young and making them interested in associations, and the message that I might bring to this convention is that there are a number of men who have had the interest and welfare of the young men of the New York book-trade at heart, and have been endeavoring to join these young fellows and girls into associations.

It seemed to them they would strike the right chord if they supported athletics. Last year was the first time in the history of the book-trade that they succeeded in carrying over the entire season a league of baseball clubs. It was a remarkable thing to see the 16 young men manage the affairs of this league, and it was some problem. This league is bigger, stronger, has better finances this year than last year and as I know pretty well the playing ability of most of the boys in the league I can predict that at the end of this season there is going to be a pennant winner.

I want to see formed elsewhere a book-trade ball club and I want to play this pennant winner of the New York Publishers' Ball League against that club, and we will play anywhere and any time. That is the challenge I wanted to give, so go to work on it.

President Herr : This is a suitable opportunity for any discussion that there is to come up on the floor. We must wait until the Resolutions Committee is ready to report.

Mr. Tracht : In talking with Congressman Kelly yesterday I asked him for some concrete way in which we booksellers might further the cause of the bill which he has introduced into the House. He hesitated at first, but said if we could look up our own Congressmen and Senators while we were in Washington, that it might help wonderfully,

and if you have a speaking acquaintance or can get an audience with the Chairman of the Committee to whom the bill was referred, it would help. I would suggest that each bookseller or publisher here get in touch with his Congressman.

Mr. Hamblen of Houston: Mr. Kelly is having a hard time with *his* bill. I want to present to you retailers, not you publishers, a bill which I think we can put thru now. We are all in favor of the Kelly Bill to protect the publisher and the manufacturer. We are in favor of Mr. Roger's plan of Misbranding Bills. Let us protect the retailers, and I would suggest a bill that the minimum discount to retailers be 40%.

President Herr: I think, since we have the opportunity, it would be very desirable to let Mr. Melcher have a few moments to explain the situation in the present Tariff Bill and what has been accomplished up to date.

Tariff Situation For Books

Mr. Melcher: The matter of the tariff on books will probably be embodied for your approval in some resolution, but it seems to me that some explanation of the situation wuold be of interest to the convention. As you know, the Fordney Bill was brought in last July and it suggested tariffs all along the line that were high. As soon as it went to the Senate there were hearings and petitions, and the publishers and booksellers and librarians have all been represented as carefully and fully as possible in order that our interests may be properly considered. That has taken a great deal of time on the part of three different organizations and we were one of the few groups that appeared there, asking for as low a tariff as possible, for the health of the book business, for the better interchange of thought between other countries and ourselves, —as low, if possible, as the present tariff of 15%.

Last month, when the Senate gave a forecast of the schedules it would favor, it was found that the tariffs on books would be raised over those suggested by the House and, just before it was printed, there were final hearings, in which a compromise was made. Argument was advanced by the printing unions, that the American publishers were taking books that were manufactured here and sending them abroad and then bringing them in again. No one in the trade knows of any such thing, but a compromise suggestion was made that the books that are of bona fide foreign origin should come in for 15%, which means, as nearly as we can guess, all the current books that come in at all.

The binders have made a strong presentation of the need of more protection for the craft in this country and made it, of course, to a protectionist Congress. The bill as it reads today calls for 45% duty on leather bindings. That would probably mean more protection, as the trade figures it out, than the craft in this country would need, as the difference between costs of leather bindings here and in London today is very small indeed. We feel that the book-trade, especially the retail book-trade, should be a unit in asking for lower schedules here. The children's books, perhaps by inadvertence, are left at 25%, while a novel would come in for 15%. It does not seem likely there was intended to be such a discrimination against children's books. Another question came up in regard to the free list. By the united protest of the book-trade and of the libraries, an extremely unfortunate phase of the bill has been changed, that which allowed no provision on the free list for old books or those in foreign languages. The protest had its effect and those are restored, but in restoring them, it was so worded that a book over 20 years old, with a new binding, would be thrown back in the dutiable schedule and the whole book would become dutiable at the very high rate of 45%, which would be an injustice, and one perhaps not intended. Against that, protests are being made as effectively as possible thru the means we have at our disposal.

I think at this time the booksellers ought to realize that this has been another case when standing together has been effective. The retailers have also had their interests represented by publishers who have kept the retail interests in mind and they were supported by the libraries and the public. The bill may not go thru until fall. The politics of it I do not need to explain to you, but your Association and the National Association of Book Publishers is trying to keep your interests in mind in order to have a tariff under which we can thrive.

The New Copyright Bill

I think you would also be interested to hear of the copyright situation, as 1922 may become epochal in our book-trade history. It may be that during this year—it seems very likely if this Tariff and other urgent matters get out of the way—that a bill will be passed which will bring the United States into the co-operating family of literature-producing nations. I think you all realize, and realize with humiliation, that the United States has been unfortunately standing outside and not giving an honest deal to all authorship thruout the world. The Berne Convention, which was started in the 80s, was a group of nations which agreed that they would give

international protection to each other's authors. The United States did not come in at that time except with a provision that if the book was manufactured over here we would give such protection. We agreed that far in '91, so we considered ourselves as having international copyright, without really having it.

The present bill would bring us into the family of nations where we certainly belong, as among the largest consumers of books.

PRESIDENT HERR: We are now ready to receive the report of the Committee on Resolutions. If there are no objections, the resolutions will be read thru and we will then take up the resolutions individually, discuss and pass them.

Report of the Resolutions Committee

By Vernor M. Schenck, Chairman

I HAVE learned thru experience the wisdom of announcing the fact at home that I am to serve on the Committee on Resolutions. Just before I left for the train, Mrs. Schenck said: "Now, I hope you are not going to serve on any committee this year" and I had to admit that I had consented to do so. A few moments after I heard my little girl saying to her brother: "Papa is on the Good Resolutions Committee." These are the good resolutions; bad, I presume some of you will say, and some of them indifferent. They are the best we could produce in the time we have had.

RESOLUTION NUMBER I.

WHEREAS, a goal is a goal until it is attained, and the one thousand membership which we determined upon last year has not yet been reached,

RESOLVED, that the committee to be appointed to lead the movement for a "1000 membership" be asked to continue their campaign and that we pledge ourselves to cooperate with them in every possible way.

[The resolution originally called for the continuance of the same committee but was amended after the following discussion.]

SECRETARY: I cannot accept that. That means that I am to be Chairman.

PRESIDENT: I would suggest that that might be modified "That the Membership Committee to be appointed by the incoming President" if that is acceptable.

[On motion duly made and seconded and unanimously carried, Resolution No. 1 was adopted as amended.]

RESOLUTION NUMBER II.

RESOLVED, that we congratulate the committee in charge of the Washington Convention on the splendid success which has attended their efforts. It has been evident that absolutely no detail which could in any way contribute toward the business or social success of the convention was overlooked.

[On motion duly made, seconded and unanimously carried, Resolution No. 2 was adopted as read.]

RESOLUTION NUMBER III.

RESOLVED, that we extend the thanks of the Association to all who have in any way contributed to its success. We particularly wish to thank the following publishers who contributed convention souvenirs:

Rand, McNally & Co.
The Macmillan Company.
Alfred A. Knopf, Inc.
Chas. Scribner's Sons.
Brentano's.
Henry Holt & Co.
George H. Doran & Co.
Penn Publishing Co.
I. and M. Ottenheimer.
Boston Transcript.
Dodge Publishing Co.

Especial mention should be made of the genuine publicity given by Belle M. Walker of the *Bookseller and Stationer* and the cordial support granted by the *Publishers' Weekly*.

[On motion duly made, seconded and unanimously carried, Resolution No. 3 was adopted as read.]

RESOLUTION NUMBER IV.

Our gratitude is likewise due to L. A. Williamson, New York, General Passenger Agent of the Baltimore & Ohio Railroad, for his courtesy in planning and conducting the special train from New York—to the Hotels Willard and Washington for courtesies extended, and James Meegan of the Racquet Club for hospitality generously offered.

[On motion duly made, seconded and unanimously carried, Resolution No. 4 was adopted as read.]

RESOLUTION NUMBER V.

RESOLVED, that we heartily approve the policy, adopted by the Washington Committee, of a self-supporting convention, and recommend the adoption of this plan for future conventions, to the officers of the Association.

[On motion duly made, seconded and unanimously carried, Resolution No. 5 was adopted as read.]

RESOLUTION NUMBER VI

WHEREAS, it appears that the neglected factor in the machinery for the distribution of books is the sales force in bookstores and department stores, and

WHEREAS, it appears that greater efficiency of the sales force brings with it increased profits for the dealer and greater recognition of the earning capacity of the sales force,

BE IT RESOLVED, that this Association urges managers in every bookstore and department store book section to plan a definite educational and training campaign for the sales force.

[On motion duly made, seconded and unanimously carried, Resolution No. 6 was adopted as read.]

RESOLUTION NUMBER VII

WHEREAS, it has been demonstrated at Philadelphia, New York and other book centers, that class instruction thru a Booksellers' School, in a series of lectures on general book knowledge, is not only practically beneficial, but has been enthusiastically received by proprietors and managers, as well as sales people; therefore

BE IT RESOLVED, that we urge that such instruction be taken up in other cities by co-operating booksellers and continued from year to year.

[On motion duly made, seconded and unanimously carried, Resolution No. 7 was adopted as read.]

RESOLUTION NUMBER VIII.

WHEREAS, it is evident that a national Co-operative Advertising Campaign featuring the general idea of the romance and ownership of books, the pleasures of reading, etc. would be a profitable and constructive plan of operation, and

WHEREAS, it appears that both publishers and booksellers are more keenly alive than ever to the possibilities of team work and co-operation,

BE IT RESOLVED, that it is the sense of this Association that such a campaign be again undertaken and that the expense be borne jointly by publishers, jobbers and retailers.

[On motion duly made, seconded and unanimously carried, Resolution No. 8 was adopted as read.]

RESOLUTION NUMBER IX.

WHEREAS, it is evident from the experience of many booksellers that the featuring of worth-while children's reading is both a farsighted and profitable plan; and

WHEREAS, it was largely thru the efforts of Franklin K. Mathiews that our attention has been turned so strongly to better juvenile books,

RESOLVED, that it is the sense of this Association that a formal expression of appreciation be extended to Mr. Mathiews for his farsighted and constructive work, and that this Association strongly recommends that booksellers give especial consideration to the recommended lists of the American Library Association, the local librarian and State librarian.

MR. HUTCHINSON: I move the adoption of this motion, Mr. President, and it is so important a motion to the bookstore, that I move that the vote be taken as a rising vote.

[On motion duly made, seconded and unanimously carried, Resolution No. 9 was adopted by a standing vote.]

RESOLUTION NUMBER X.

RESOLVED, that believing that the only final solution of the problem presented by the wholly unfair methods of the persistent price-cutter is the enactment by Congress of laws which will definitely establish the right of a manufacturer to determine and maintain a fair price for his commodity, the members of the American Booksellers' Association here assembled earnestly urge their representatives in Congress to vote for and support by every possible means the proposed legislation known as the Stephens-Kelly Bill, H. R. No. 11.

We, the undersigned, members of the American Booksellers' Association, hereby endorse this resolution.

(Resolution presented with 130 signatures of members.)

[On motion duly made, seconded and unanimously carried, Resolution No. 10 was adopted by a standing vote.]

RESOLUTION NUMBER XI.

WHEREAS, we view with alarm the growing tendency on the part of the publishers to use books at an apparent cut price in connection with magazine subscriptions, we recommend the appointment of a committee to confer with a committee from the publishers to get all possible light on the effect of this practice on the future of the book-trade, and if possible, the discontinuance of this practice.

[On motion duly made, seconded and unanimously carried, Resolution No. 11 was adopted as read.]

The motion to have a special display on January 17, 1923, of the books on Benjamin Franklin to celebrate the 200th anniversary of his becoming an editor and publisher, was lost on being put to a vote.

RESOLUTION NUMBER XII.

WHEREAS, there is at present limited contact between the Executive Committee and the members of the Association thruout the year; and

WHEREAS it was resolved at the last convention to issue a monthly bulletin for the purpose of informing the members concerning Association news;

BE IT RESOLVED, that an occasional bulletin be issued covering possibly Association news and certain authoritative articles on book business accounting, and a section devoted to the education of clerks in the knowledge of books, which will stimulate interest in the American Booksellers Association.

[This resolution as first presented read "that a bulletin be issued at least monthly." This phraseology led to the following discussion and final revision as worded above.]

Mr. Witsil: What is the need of that when you have your trade papers? Why couldn't the trade papers carry the notices?

Marion Dodd, Vice-President, took the chair.

President Herr: The reason I choose to speak to you on that resolution is to call your attention to a couple of matters of finance before you go too far with them—the one proposed here and one in a later resolution. This resolution was proposed last year and I endeavored to carry it out as well as I could. The net result was that I issued two bulletins, one in August and one in January, instead of one monthly.

In the first place, I found I was unable to get material sufficient to get out a monthly bulletin that would be of interest. I also found that a monthly bulletin, mailed not only to our members, but to the entire eighteen or nineteeen hundred names on the list, involved a cost that was greater than our treasury could stand, after we made a contribution of $1000 to Children's Book Week.

As Mr. Witsil has pointed out, the methods of selling are very well handled in the several papers that the trade has, and in addition to that the semi-monthly letter that Miss Humble is getting out. There is another resolution recommending the appropriation of $600 to the American Fair Trade League. We have paid them a membership of $100 and I don't think the treasury will stand the strain. When the publicity and the other expenses of this convention are paid, the treasury will not have much money left.

Mr. Macauley: I move that we erase the words "at least monthly" and I think that would overcome any objection that might be raised on the score of economy. Leave the time for issuing the bulletin to the facilities that may be at the command of the incoming officers.

[The amendment was seconded and carried.]

Mr. Butler: I want to reiterate the statements you make. I don't believe you will get enough material to make the bulletin of general interest thruout the trade. Every question of salesmanship or trade ethics or any other questions is in the Publishers' Weekly or *Bookseller and Stationer*. It isn't worth the time, cost or trouble and we need the money for more energetic work of greater value to the Association.

[On motion duly made, seconded and unanimously carried, Resolution No. 12 was adopted.]

[The resolution regarding the certificate suitable for framing be displayed in book shops was read and in revised form was adopted later as Resolution 13 given just below.]

Mr. Hutchinson: I am in favor of this motion except that it may carry an appropriation of quite a large amount of money. I cannot conceive that such a certificate could be prepared for less than $2 apiece. I think the convention should realize that before voting and I would like to move to amend, that while favoring this resolution, we refer it to the Executive Committee.

Mr. Melcher: The design of a certificate must be more elaborate for this purpose and

it is apparent that Mr. Hutchinson's remarks have to be taken into consideration, not as to the excellence of the idea but as to the state of the treasury. The other difficulty involved is, of course, the question of whether this implies a standard of service. We ought to look forward to a time when a person, a member of this Association, should have a standard of service that people who go into his shop would expect.

[Amendment seconded.]

[Amendment unanimously adopted.]

PRESIDENT HERR: We now come to the original motion as amended.

MR. BUTLER: Are not the publishers covering that ground by their publicity?

PRESIDENT HERR: Of course, Mr. Melcher has raised the point of the standard of service and Mr. Freud has raised the point of ethics, as to whether we would want to have price-cutters displaying our signs, etc., and it does raise a very nice question that should be pondered over carefully before you pass the resolution as it is. The Committee has asked that it be referred back to them for revision. If there are no objections I will so refer it.

[As revised it was passed in the following form.]

RESOLUTION NUMBER XIII

WHEREAS, we are all proud in the highest degree of our calling and profession of bookselling, and equally proud that we are members of this calling, and

WHEREAS, it is believed that display in our shops and places of business of an appropriate and artistic certificate, suitable for framing, indicating our activity and membership in the National organization would be most desirable, therefore

BE IT RESOLVED, that the Executive Committee be instructed to investigate the feasibility of asking for designs suitable as a trade insignia from which choice could be had, and if thought wise, reproductions suitable for framing made and sent to all members of this Association.

MR. HUTCHINSON: It seems to me in view of the cost of this insignia, judging by what Mr. Melcher said that it might cost five hundred dollars, that the benefit would hardly be commensurate with the cost and I would like to see the motion laid on the table.

PRESIDENT HERR: If you will note the reading of the resolution, it leaves it to the Executive Committee to use its judgment as to the feasibility of the proposition. I am quite positive the Executive Committee would not incur expense that was thought unwise.

[On motion duly made, seconded and unanimously carried, the resolution was adopted as read.]

RESOLUTION NUMBER XIV

WHEREAS, the Year Round Bookselling Committee have by pioneer enterprise blazed a trail across the continent, which all our future efforts can but follow,

BE IT RESOLVED, that this Association give them a most hearty vote of thanks and assure them of our co-operation in observing the times and seasons designated by them and already enthusiastically adopted by many bookstores in every part of the country.

[On motion duly made, seconded and unanimously carried, Resolution No. 14 was adopted as read.]

RESOLUTION NUMBER XV.

WHEREAS, in spite of repeated complaints of booksellers from year to year, of continued price-cutting, in one form or another, special discounts are still given in a few instances, always to the detriment of the dealers who stick to a fair price, whose steadfastness is recognized and highly commended; and

WHEREAS, our one great source of protection must come in the main from the publisher, therefore

BE IT RESOLVED, that this practice be frowned upon by the Association and that all members be urged to maintain prices, and that we continue to urge upon the publisher that he at all times use his influence in demonstrating that the foundation of the good health of the retail book-trade depends upon the maintenance of a fair price.

MR. BUTLER: I think that raises a point that the publishers cannot touch. The publisher cannot urge the maintenance of prices.

PRESIDENT HERR: Yes, he can; the maintenance of his own price.

MR. BUTLER: He cannot use any pressure or threaten in any other way, except to indicate it is his desire to have it done.

[On motion duly made, seconded and unanimously carried, Resolution No. 15 was adopted as read.]

RESOLUTION NUMBER XVI

RESOLVED, that the officers of this Association be instructed to call the attention of individual publishers immediately to a condition which threatens to undo many years

of effort to stabilize book prices and to urge upon the publisher the importance of an immediate review of his attitude toward standardizing the price which he has determined to be fair and to inquire whether he is doing his utmost to maintain the one price principle.

[On motion duly made, seconded and unanimously carried, Resolution No. 16 was adopted as read.]

RESOLUTION NUMBER XVII.

WHEREAS, the Fordney-McCumber Tariff Bill, as now before Congress, puts unneeded restraint on the trade between foreign countries and the American book-trade by duties on some items which are higher than any protective needs, while of little value as revenue;

RESOLVED, that the American Booksellers' Association protest against the 45 per cent duty on leather bindings in Paragraph 1310 believing that half of that would give ample protection to American binders under present conditions; that they protest against a 70 per cent duty on toy books, Paragraph 1414, as being out of all relation to the needs; that they protest against the duty of 25 per cent on children's books in Paragraph 1310; this should be no higher than on other books which, if of foreign authorship, is 15 per cent, in Paragraph 1310; that they protest against that wording of Paragraph 1529 of the Free List which has the effect of making books over twenty years old dutiable if in new bindings.

BE IT RESOLVED also: That the Association commend the action of the Senate Finance Committee for their wisdom and breadth of vision in restoring to the Free List books over twenty years old and foreign language books and in fixing the rate at 15 per cent on current books of foreign authorship.

[On motion duly made, seconded and unanimously carried, Resolution No. 17 was adopted as read.]

RESOLUTION NUMBER XVIII.

WHEREAS, a bill is now before Congress which, when passed, will have the effect of so revising the copyright laws of the United States that this country can enter into that family of literature-producing nations which form the Berne Convention and which grant to each other full rights of protection on literary property; and

WHEREAS, this new relation can be taken up without jeopardizing the interests of American printing or American publishing;

RESOLVED, that the American Booksellers' Association throw all the weight of its influence towards the passage of the bill in this present Congress in order that American authorship and the American book-trade can be in full co-operative fellowship with the world.

[On motion duly made, seconded and unanimously carried, Resolution No. 18 was adopted as read.]

RESOLUTION NUMBER XIX

WHEREAS, it is evident that many booksellers manifest a failure to comprehend clearly some very essential features of their business problems which have a bearing on overhead costs such as mark-up, depreciation, salaries, rentals, etc.,

BE IT RESOLVED, that the best way of arriving at this information be presented in the form of a printed pamphlet, concise and readily understandable, and a copy mailed to every member of this Association.

[On motion duly made, seconded and unanimously carried, Resolution No. 19 was adopted as read.]

RESOLUTION NUMBER XX

RESOLVED, that we reiterate our belief that as modern merchandising conditions are such that average operating costs of the bookstores are from 30 per cent to 33-1/3 per cent, the minimum discount from the publishers should be 1/3 to 5 per cent, and it is recommended that members recognize the fair dealing of these publishers who have or will adopt this minimum discount.

[Motion made and seconded that the resolution be adopted as read.]

Mr. Hamblen: Mr. Chairman, I think you are making a mistake. I want to prefix all these remarks. First, I am not a book buyer. I am a manager of a book and stationery store. I am a stationery buyer. Every time I see one of those bills I throw it aside with disgust. I have attended quite a few of the National Stationers' Association meetings in Chicago, Philadelphia and around. Several years ago we didn't think we could get the stationery manufacturers in line. They were giving 1-3 and 5 per cent off. The loose leaf manufacturers, who publish a list as the book dealers do, started to give 40-45 per cent. Now they give 50 per cent off. You remember how the trade hated the Dennison Manufacturing Company, and I was one of them. The discount

was 33 1-3 per cent for a quantity purchase during the whole year. Now they say to the big dealer who can buy from them to the extent of $500 a year, which means $300 a year net, "We will give you 40 per cent discount on everything you buy from us, whether 1 or 500." The item is bought. I believe the publishers should get in line and adopt some principle of that character. I am speaking for the small dealers who buy five copies of a book. They are entitled to the same discount as a large fellow. We carry a general line of books. We take the publishers' list and go thru them. I do not think the present discount system is right. I think the publishers like Scribner's and Houghton Mifflin & Co. should say "If you buy $100 worth from us, we will give you 40 per cent discount" and I don't believe any dealer can do the business under 40 per cent. Our book business last year was one-third of our total business. Our total business for the year nets us gross 40 per cent on all sales, and if we didn't have our other business to keep it up, it would be impossible to conduct business. The majority of the publisher's clientele is made up of small dealers and not large dealers. If they are going to sell to a large dealer at 40 per cent, why does the small dealer get 33 1-3 per cent off? Make a quantity price for the whole year and not on one order.

Mr. Hartog: I move that we include text-books—one-third off on all books, including text-books.

President Herr: Motion is duly made and seconded that the words: "including text-books" be included in the resolution. Are there any remarks to the amendment?

Mr. Kemp: I would like to mention one more point—for the small package, the insurance, postage and all goes in. You will find it included in your bill, just as you do if you buy five.

Mr. Keating: I think we would all enjoy getting 40 per cent off or 1-3 or 5 per cent on text-books. I think it is foolish to ask it. There is no chance in the world, in my opinion.

Mr. Foster Brown: I might state the situation in Canada, where they have Government controlled book stores. We were not getting a fair discount from the Government, and we took it up with the minister and got a fair discount.

Mr. Hutchinson: I believe that quantity should govern discount on the purchase of books.

President Herr: Are there any further remarks on the amendment?

[On being put to vote, the amendment "including text-books" was lost.]

[Motion duly made, seconded and carried, that the resolution be adopted as read.]

Mr. Hutchinson: This is an Association of booksellers, it is true. I do not feel that it is possible for the publisher to handle a small order for the same price as a large quantity order. Personally, I think the quantity purchase should govern the price. I do not think the small dealer buying 20,000 a year should be entitled to the same price as the man who buys five or ten times that amount.

RESOLUTION NUMBER XXI

WHEREAS, it is evident that the practice of billing stock orders at one price and mail orders at another, is detrimental to the larger distribution of books, and consequently is a disadvantage to the interest of both producer and distributor.

BE IT THEREFORE RESOLVED, that it is the sense of this body that travelers' orders and mail orders receive the same discount, and that the same cash discount be allowed on each.

BE IT FURTHER RESOLVED, that it be recommended to members of this Association that they favor those publishers who are farsighted enough to adopt this policy.

[On motion duly made, seconded and unanimously carried, Resolution No. 21 was adopted as read.]

RESOLUTION NUMBER XXII

WHEREAS, the vital importance to all in the book-trade, and to other producers and sellers, is "Price Standardization," therefore every possible effort should be made to have Congress enact the Kelly Bill. To that end every means at our command should be used. We feel that there is no more effective and competent body for this purpose than the American Fair Trade League. The present time is conceded as the most opportune yet presented and the great work that has been done thru our Association should not be lost. Such work must of necessity require financial support, and for our own benefit as well as that of the nation, the Association ought and must do its part. We, therefore, heartily recommend that our Association appropriate for the use of the American Fair Trade League, the sum of $100, for one year, commencing forthwith, feeling no better use can be made of our funds.

[The original motion was to appropriate $50 a month which caused the following discussion.]

MR. HUTCHINSON: I move to amend; that we change the wording of the motion so as to carry the appropriation of fifty dollars instead of six hundred dollars. This is a wonderful movement but we certainly ought not to appropriate more money than we can afford to pay. This Association does not want to get into debt. I don't know of anything worse for the Association than to get into debt. I think we have done our full share towards supporting this movement. Last year we gave one hundred dollars. I think this year, with the assistance which they are getting all over the country from organizations everywhere, that our share should not be over fifty dollars and for that reason I make the motion.

[Amendment seconded.]

MR. BUTLER: I move that this Association make no such appropriation. I think this Association should use all its efforts so far as the Stephens-Kelly Bill is concerned. If it receives no further commendation, I will be glad to resign all further efforts in that direction and have nothing further to do with it.

[The Amendment was lost.]

MR. KELLY: I move that we amend that and make the same appropriation as last year.

PRESIDENT HERR: It has been moved to amend the resolution and make the appropriation one hundred dollars, the same as last year.

[On motion duly made, seconded and unanimously carried, Resolution No. 22 as amended, was adopted.]

RESOLUTION LOST

We believe it is unjust for the residents of the District of Columbia to be deprived of the privileges of American citizenship, and we urge upon the law-making bodies the importance of legislation that will give the right of suffrage to all eligible residents.

[Moved and seconded that the resolution be adopted as read.]

MR. MELCHER: I wonder if we are fully informed on all sides of the question of the political organization of the District of Columbia. I confess that I do not feel fully informed and would feel it contrary to my usual practice to cast a political vote when I do not know the whole story on it. I appreciate the warm welcome given us by the representative of the Chamber of Commerce, but it seems to me we are not ready to pass a resolution.

MR. MACAULEY: It doesn't seem to me that there can possibly be anything right in thus unjustly depriving any resident of the United States of America of his fundamental right to vote. It seems to me an old, old law like some of the Blue Laws that have been carried down to our present time and have done away with. We should reciprocate the courtesy of the Chamber of Commerce by passing this resolution.

MR. BURKHARDT: The taxicab driver who drove us around Washington the other day said they didn't want the vote because there were two-thirds of the population who were negroes here.

MR JACOBS: I agree with all that Mr. Melcher has said. Our appreciation has nothing whatever to do with the political affairs and I therefore move that the resolution be laid on the table.

[On motion duly made, seconded and carried, the Resolution was laid on the table.]

RESOLUTION NUMBER XXIII

RESOLVED, that we express our heartiest appreciation of the high order of service that has been rendered this Association by its honored President, Eugene L. Herr, who thru many long years of devoted effort to the cause of bookselling, has placed this Association and all connected with our profession, under lasting obligation.

MISS MARION DODD took the Chair.

MR. HUTCHINSON: I move the adoption of this motion as read, and that the vote be a rising vote.

[On motion duly made, seconded and carried, Resolution No. 23 was adopted by a standing vote.]

RESOLUTION NUMBER XXIV

RESOLVED, that this Convention recommend to the Executive Committee that the Convention of 1923 be held in Detroit, Michigan.

MR. MACAULEY: I move the adoption of this resolution and extend a most cordial invitation to hold the next convention in our city. We will take good care of you, and we want you.

[On motion duly made, seconded and unanimously carried, Resolution No. 24 was adopted as read.]

PRESIDENT HERR: We will now have the Report of the Committee on Nominations, Mr. Lewis.

Report of the Committee on Nominations

By Walter S. Lewis, Chairman

THE Constitution of our Association provides for the election each year of two Honorary Members; either men or women who are non-booksellers, yet whose service to the craft of bookselling is definite and of great importance.

Your Nominating Committee would, at this time, recommend for Honorary Membership R. R. Bowker, of New York City, and Thorvald Solberg, of Washington, D. C.

Mr. Bowker's more than forty years activity in standing back of the PUBLISHERS' WEEKLY has had a very important influence in the trade.

It so happens that there is before Congress now a copyright bill that would bring the United States into full international brotherhood with the rest of the world. The bill as drawn is more Mr. Bowker's work than anyone's else, and its passage will be as epochal as our first step forward in 1891, when we granted international copyright on condition that the book be manufactured in this country. The difficulties of adjusting the interests in such a legislation are extraordinary, as copyright is one of the most complicated forms of law.

Mr. Solberg has just completed twenty-five years in the Office of Register of Copyrights a service of fundamental importance to all who handle books, and at the same time is celebrating the seventieth anniversary of his birth, being a Wisconsin man. It seems that he began his business life as a bookseller and attended the first Booksellers' Convention ever held in the United States, which was at Put-in-Bay, July 21st-23rd, 1874, which Mr. Bowker also attended.

[On motion duly made, seconded and unanimously carried, Mr. Bowker of New York City and Mr. Solberg of Washington, D. C. were accepted as honorary members of the American Booksellers' Association.]

I will now read the report of the Nominating Committee:

By unanimous action, the Nominating Committee herewith recommends the following named persons for the Association's offices for the ensuing year:

President, Louis A. Keating of W. Y. Foote Co., Syracuse.

1st Vice-President, J. Joseph Estabrook, of Hochschild, Kohn & Co., Baltimore.

2nd Vice-President, Mrs. Ida J. Watson, of the Glass Block Store, Duluth.

3rd Vice-President, Seeley Conover, of Amsterdam, N. Y.

THE RETIRING PRESIDENT, EUGENE L. HERR AND THE INCOMING PRESIDENT, SIMON L. NYE.

Secretary, Belle M. Walker, Editor and Publisher of the *Bookseller and Stationer*, New York City.

Treasurer, John G. Kidd, of Stewart Kidd Co., Cincinnati.

For members of the Board of Trade—five to be elected for term of three years:

L. W. McFarland, Adams Bookstore, Fall River.

Simon L. Nye, of S. Kann Sons Co., Washington.

Ralph Wilson, of McDevitt-Wilson Co., New York City.

John T. Hotchkiss, of the J. K. Gill Company, Portland, Oregon.

C. G. Grauer, of Otto Ulbrich Co., Buffalo.

[MR. HUTCHINSON: I move that the report be received and that we proceed to ballot.]

Our Constitution provides that any ten members may in writing nominate anyone eligible for any of the offices and nominations thus made must be presented by the nominating committee, together with its nominations. The Chairman of the Committee has this request signed by more than ten members of the Association:

"Washington, D. C.
May 10, 1922.

The Nominating Committee,
American Booksellers' Association:

We hereby submit the following nominations, as a separate ticket, to be presented to the convention here assembled:

VOTE FOR THE
RECONSTRUCTION TICKET
WAR CABINET

Vitality, Progress and the
Greater Development of the
Book Business

FOR

President, Simon L. Nye, of S. Kann Sons Co., Washington.

1st Vice-President, J. Joseph Estabrook, of Hochschild, Kohn & Co., Baltimore.

2nd Vice-President, John T. Hotchkiss, of the J. K. Gill Co., Portland, Oregon.

3rd Vice-President, A. Kroch, of A. Kroch & Co., Chicago.

Secretary, Stanley G. Remington, of Norman Remington & Co., Baltimore.

Treasurer, John G. Kidd, of Stewart Kidd Co., Cincinnati.

Respectfully,
J. C. Kemp
S. M. Avery
A. J. Dragon
G. D. Pearlman
Loring Short & Harmon
Jones Book Shop
Wm. Ballantyne & Sons
Lowell Brentano
Walter Pettibone
Walter McKee
Frank C. Dixon
Joseph V. Carroll
F. H. Tracht
Irving E. Jones
W. A. Gilbert
Charles E. Butler
H. W. Hamblen
John T. Witsil.

Walter V. McKee: Mr. President. May I preface the motion I am about to make with a few remarks. New times create new necessities and sometimes make it necessary that precedents be broken. Some of you perhaps have been wondering a good deal about this Reconstruction Ticket because it breaks a precedent in the nomination of the officers of our Association. Knowing, perhaps, somewhat more about it than many of you sitting here, because I happen to be one of the signers of the request to the committee, I thought it might be well to tell you about it. We want you, we, who have presented these nominations to you, to understand that this ticket is in no way in opposition to or in criticism of any of the nominations that are being made by our Nominating Committee. It means that while we have been deliberating here during the last few days, a group of our members have also been looking forward toward the coming year and planning how best to meet the problems—many of them new and legislative problems that we have never had to deal with before, and how they best could be met and it seems that men who could meet these problems best would be men possessed of certain qualities—the qualification of youth—the qualification of fighting instinct—men who could work and young men who are not afraid of hard work.

There are also some geographical considerations. It seemed to us that the officers should be elected from large towns so when we go to the capital to deliberate with those in power, we would get perhaps a larger measure of consideration than if our officers were representatives from very small towns. It also appeared that another geographical consideration would be that these men might live perhaps in towns that were quite close or adjacent to each other so they could work advantageously together and we felt that every section of the country should be represented on this ticket, and so as you glance over the ticket, I think you will agree with me that the men we have taken are men with all of these qualifications.

We have Simon L. Nye from Washington, our capital city; J. Joseph Estabrook from Baltimore, who will be near enough to confer with Mr. Nye at all times on problems which the President for the coming year must meet. It will also enable them to be on the ground where many things are going to happen the next year which make it necessary to have representatives and officers in the capital city of our country. We also have the large city of Portland, Oregon, on the Pacific Coast, represented by Mr. Hotchkiss; Baltimore, by Mr. Remington; and Cincinnati by Mr. Kidd, and believing these men possess the qualifications that will help us solve the problems for the coming year, I move their names be placed in nomination for election by ballot.

H. S. Hutchinson: I wish to second that motion, that we proceed to ballot on the tickets that have been presented.

F. G. Melcher: I have only had the information which most of the rest of you have had—of having this new ballot in my hand and of hearing the other read, I don't believe we should vote without going over these ballots and making real comparison and criticism. The first criticism of the new ballot is one that someone else might voice rather than myself, but it seems to me that with the membership of the American Booksellers' Association as now constituted, and considering the character of the new contributions now being made to bookselling, to elect the officers on this new ticket, without having one woman on it, is a very serious criticism of our judgment. I know how much is being contributed by them, and we should recognize it, not begrudgingly, but enthusiastically. That change should be made.

Perhaps some one longer in the Association than myself would like to speak on the Presidential nomination. No one who has watched this convention and the way it has been handled in Washington, realizing that perhaps a record in smoothness and efficiency has been established, would want to question the nomination of Mr. Nye. But none of us who have been much in the organization work want to fail to give our recognition to Mr. Keating and to his continuing contribution to bookselling.

I want also to say that we would make a great mistake, with all due respect to Baltimore, to do anything that would seem to indicate lack of appreciation of what Miss Walker has done. I was secretary before Miss Walker and I know what the job is better than most of you, and it is hard work. This is her first full year and if nothing else were done, I should stand here and fight for a showing that we do appreciate the work of Miss Walker for the last year. The twelve names are suitable but these are some of the things that should be in our minds when we vote.

Charles E. Butler: This is not a question as to qualification of the members. It is purely a question of locality. Now, at this time, Washington is the whole center of our ambition. We are striving all we can as an organization by making a national propaganda, as you all know. You heard Congressman Kelly and Commissioner Davies and all the others who talked in favor of that bill. I can tell you from experience that no man in New York City, or in Syracuse or in Philadelphia, can attempt to reside in those localities and at the same time have working in this city an organization that will constantly watch the interests and the welfare of this Association thru the Kelly Bill, which they can do by being in daily touch with members of Congress, with the Administration. I advocate supporting this motion, and that the election of the regular ticket, as you might say, be postponed for another year, as no better officers could be elected than those named, but for this year we should appoint a War Cabinet and we should have at the seat of war men who are constantly alert, ready to act and to carry out the desires and ambitions and the hopes of this Association, on which the future prosperity of everyone of us depends.

J. C. Kemp (Pittsburgh): I may be against a new thing at the start, but when I see something that looks good, I am for it, and when I am for it, I usually vote for it. I am in favor of Mr. Nye as President because no one could come to this beautiful city and attend this convention without seeing the great ability and the great amount of work that Mr. Nye has put into the entertainment. He has done the work well. There hasn't been a hitch, even as to the weather. He promised good weather and we are going to get it. If we elect him, we cannot do otherwise than give him all assistance.

Therefore, all the rest of this ticket should be elected with Mr. Nye. He has been able to stand alongside of President Harding nicely and introduce the booksellers. I have no doubt he has spent many anxious days and nights in getting people to come here and take part in the way he has done. Therefore, for myself, from the Middle West, I would say that I am very happy to be able to testify my approval of the people who have helped to make this convention a success and I second the nomination of Mr. Nye and all the other people with him, with the idea that Mr. Nye is on the ground and it will put us in touch with something that will give us something for many years to come. If these things are going to be accomplished, they are going to be accomplished because of somebody here on the ground. He doesn't impress me as being easy to get rid of by being placed in the wastebasket, and I am glad to have the opportunity of seconding his nomination.

C. E. Campbell: I come from Portland, Maine, way across the continent—from conservative New England—how conservative you can find out by asking any travelling man who makes New England. I came, trying to get some message of enthusiasm that I could take back to New England to help me in the fifty-two weeks of bookselling ahead of us. I received that message and can take it back. I know you all would like to have fifty-two weeks ahead of you under the efficient leader-

ship of the group of officers headed by Mr. Nye and Mr. Estabrook, and I second their nomination.

MARY B. SMITH : May I ask whether the people whose names are printed on this second ticket allowed their names to be so used

PRESIDENT HERR : I take it so.

WALTER MCKEE : As is usually the custom, all of these people were approached to ascertain whether or not, if elected, they would assume the offices and they have all agreed, and are all, I might say, anxious to. If they are elected, they will probably be the most enthusiastic and most hard-working officers this Association has ever had. I have found out since I came to Washington, what the members of the committee working under Mr. Nye think of him, and they are all unanimous in saying that practically all of the hard work that has been done to make the convention a success, and all the annoying details have been arranged for and performed by Mr. Nye personally and if you take a good look at him, he looks as if he should be in bed.

The office of first Vice-President has been heretofore somewhat of an honorary office in this Association. He has lived a thousand miles or more away from the President, has had his name on the stationery and has got a little publicity that way, and has felt honored. I want to call your attention to this fact, by having Mr. Estabrook, first Vice-President, who lives in Baltimore, only one hour away from Washington, and instead of one President, we will have two Presidents by electing this ticket.

WALTER S. LEWIS: Mr. Chairman, I believe there is no one in the hall today who has a greater affection for Mr. Nye than I have. We have been very closely attached to each other for a good many years. That is my personal feeling for Mr. Nye, and I think no one appreciates more than I do the wonderful work he has done as Chairman of the Convention in Washington this year. I have been astounded myself to see how smoothly the machinery has gone and how splendidly he has equipped his committee to carry out this work, and I fully agree with all that has been said regarding his ability, but I don't want the members of this convention to forget that Mr. Nye is a comparatively recent comer in the American Booksellers' Association. While he has been a member in it he has done valiant work.

I also wish to bring the attention of the members of this Association, if it comes to a question of how much has been accomplished by certain nominees on our tickets today, that Mr. Keating has for a great many years—I would not dare say how many—fifteen years possibly—been one of the most earnest and competent and faithful and efficient supporters of all good things in the American book business in the United States. I have known of his work for that number of years and of the ideas that he has initiated as a member of the Board of Trade of the American Booksellers' Association and as Secretary for possibly two or three years. All thru these years we have had the benefit of his experience and his intelligence in the work of our Association.

VERNOR M. SCHENCK: I wish first to commend the judgment of whoever made up this slate. They are all men of high calibre whom we all respect most highly. I am positive no one could exceed my own estimate of every man on this ticket. On the other hand, I want to second what Mr. Lewis has just said. I really dislike the intimation that the ticket presented by the Nominating Committee is a ticket which is made up of men who are too old to be efficient. Experience should surely be worth something. I am positive that Mr. Keating is not yet ranked among the old men. If he is, I know where my place would be, and I don't want to take that place yet. Furthermore, after years of service with Mr. Keating on the committees of all sorts of the American Booksellers' Association, I have learned to know that he has all of the qualifications which a President of this Association ought to possess. I know that if we choose him as our President, we shall never regret the choice; we shall be proud of him and of the record which he will make. With all respect to the ticket as nominated, and I know everyone on this ticket realizes that I am his friend and will support him if elected, I personally would like, and shall vote for Mr. Keating as President.

H. S. HUTCHINSON: I move that we proceed to vote for the officers for the ensuing year.

PRESIDENT HERR : I will appoint Mr. Hutchinson as Judge of Election, and Mr. Schulte and Mr. Freud as tellers. If there are any non-members in the room, they are not entitled to vote.

MEMBER : Do we make a cross against each of these names, or do we just drop the ballot in.

PRESIDENT HERR : This contest came about at the last moment and we couldn't have printed ballots prepared. A number of written ballots have been prepared for the report of the Nominating Committee but not enough to go round. Blank sheets of paper can be

secured for those who want to vote for the regular ticket—for the Nominating Committee's ticket. If you want to vote either straight ticket, write it out and hand it in. If you want to split the ticket, fasten the two parts together and hand them in. Members who are paying a fee of five dollars are entitled to vote. The ballot for officers is cast, and the polls are closed. In the Nominating Committee's report there are five names for the Board of Trade. Is there a motion for the Secretary to cast a ballot for these nominees?

[On motion duly made, seconded and carried, the Secretary cast a vote for the following five members for the Board of Trade for three years:

L. W. McFarland, Adams Bookstore, Fall River, Mass.

Simon L. Nye, S. Kann Sons Co., Washington.

Ralph Wilson, McDevitt-Wilson Co., New York.

John T. Hotchkiss, J. K. Gill Co., Portland, Ore.

C. G. Gauer, Otto Ulbrich Co., Buffalo, N. Y.

Mr Shoemaker: Mr. Chairman, what I have to say should more properly come from a bookseller than a publisher, but I fear it is going to be overlooked; that is, I think there should be some word of greeting and of sympathy extended to a former President of this Association. The years are going by so fast that probably some of us have forgotten the services that were rendered by John J. Wood. It so happens that Mr. Wood is a resident of Philadelphia and will probably see me more frequently than anyone else in the trade. He is far from well physically and while he has not told me his circumstances, I am afraid he is not at all in the state of affiuence. I am not making any appeal for financial aid for him, and we can probably do nothing to contribute to his physical condition, but I think as a man who was two or three years President of the Association, it would be very nice for us to send some word of greeting and to express our sympathy to him and hope that he may be quickly restored to his normal strength. I make a motion that a note or a telegram of some kind of appreciation be sent to Mr. John J. Wood from the Association.

[On motion duly made, seconded and unanimously carried, it was so ordered.]

President Herr: Mr. Butler has a few remarks for the benefit of the Board of Trade.

Mr Butler: I would like to bring up a matter that is of very considerable importance to us and to the Association and that is the present constitution of the Board of Trade. In my judgment, the Board of Trade is not a good working body. We have a membership in many cities of the Union, many of which never reach us even by communication and it is only Philadelphia that really supports us,—Walter Lewis and George W. Jacobs—who come over quite constantly. I believe there ought to be a radical change and I submit it to this Association. I believe and advocate that the entire Board be wiped out from the Chairman down; that a new element be put into it; that the Board should consist of not more than five members. Five men can do much better work located in the city wherever that Board is located, than any body of fifteen men. You can imagine what it means if you have a meeting once a month or two months. A man comes once and then doesn't come for five meetings. He doesn't know what is going on. I think it would be better for the Association to have a new element put in, and I would suggest to the Chairman that this matter be referred to the Executive Committee for consideration and whatever changes may be necessary to be made.

President Herr: Are there any matters of interest for the welfare of the Association to be brought up?

On motion duly made by Mr. Butler and seconded by Mr. Ralph Wilson, Mr. Butler's suggestion that the Board of Trade be reorganized and have a membership of five members was referred to the Executive Committee of the Association.

Mr Macauley: It would require constitutional action.

President Herr: Article 6 covering the constitution and powers of the Board of Trade will have to be amended and revised.

Mr. Butler: The Executive Committee in the meantime could take it up and consider it and report later on.

President Herr: That doesn't affect the constitution or duties or relations of the Board of Trade until such amendment is adopted. The Board of Trade exists as constituted and has the same powers until there is such a revision of the By-laws. It simply opens the whole question.

Mr. Butler: That's the idea; to work out some working system.

President Herr: I have a report from the tellers that it will be at least one-half hour before they can complete the counting of the ballots. On the boat tonight we will have the final meeting to receive the report of the tellers.

[The meeting Wednesday afternoon, on motion duly made and seconded, adjourned at 6 P. M.]

It was reported by the President on the boat Wednesday evening, that there were one hundred and forty-five votes cast and the following officers were elected:

President: Simon L. Nye, S. Kann, Sons Co.

1st Vice Pres.: J. Joseph Estabrook, Hochschild, Kohn & Co., Baltimore.

2nd Vice Pres.: John T. Hotchkiss, J. K. Gill Co., Portland, Ore.

3rd Vice Pres.: A. Kroch, A. Kroch & Co., Chicago.

Secretary: Belle M. Walker, Bookseller and Stationer, New York.

Treasurer: John G. Kidd, Stewart Kidd Co., Cincinnati.

The Social Features of the Convention

AS was to have been expected, the adoption of the Capital for the convention city opened up wonderful possibilities in the way of convention pleasures, and the weather man helped the committee by giving the large delegation a remarkable four days. Many people began to arrive in the city on Sunday, so that there was much informal sightseeing before the announced program began. On Monday evening arrangements were made for informal visits to the Congressional Library, and those who had been there previously took the moonlit evening to go in many other directions over the city.

The Costume Ball

At noon after the Tuesday session, about three hundred of the rapidly increasing number of delegates were gathered on the south steps of the Treasury Building, which makes an unmatchable place for group photographs. On Tuesday evening the Women's National Book Association gave a Colonial dance in the convention hall, and prizes were awarded to Ralph Wilson and Miss L. B. Stevenson for the best costumes. There was much more enthusiasm about the dancing and the music than there was about coming in costume, and not many were prepared with the special regalia. The convention hall, with windows on both sides, and the wonderful moonlit open balcony looking over the city was a place that would make any dance successful, even if to this there had not been added a perfect orchestra.

That Jazz at the Colonial Dance

(*In Jazz Rhythm*)

By Florence Scott Hurst

ALOFT
A cage of birds:
The players,
Black coated, white breasted,
Strange voiced,—
Strident, screaming,
Jazzing, jerking,
Soothing, crooning,
Sweetly stirring.
The birds
A-flutter there
Like gymnasts,
Arms stretching, legs pointing,—
Strange pose!
Weirdly wailing,
Jazzing, jerking,
Shouting, singing,
Long-drawn sighing.

Below
A whirl of life:
The dancers.
Gay colors, quaint costumes,
Close held,
Bodies swaying
Jazzing, jerking,
Walking, sliding,
Smoothly gliding.

The crowd
A tune to sound,
Emotion
Keyed strangely, stirred strongly.
All touched.
Hearts all bounding
Jazzing, jerking,
Eyes upturning,
Feet fast tripping.

And those
Along the wall:
The watchers
Responsive, conversing
O'erheard:
"Old time dancing?
Minueting?
Swinging, strolling,
Stately bowing?"

"And this—
What is this dance?"
"What's coming?—
More flappers, more freedom?"
"What next—
Times reverting?
Modes returning?"
(Jazzing, jerking,
Jerking, jazzing.)

At noon on Wednesday the whole convention adjourned from the Hotel Washington to visit the White House and to meet President Harding. It would seem that not a single delegate or member of delegate's family missed this occasion, for, when the last person had filed by and shaken the hand of the President, the White House guard said that five hundred and sixty had been in the line. The convention felt that it had been deeply honored in having the President arrange this special reception, and none of those who shook his hand for the first time will forget his quiet, genial attitude toward this part of his public life. Previous to the reception the public rooms in the White House were visited.

On Wednesday evening special cars left Pennsylvania Avenue for the steamboat wharf, and a large river boat with double decks took some three or four hundred people for a long moonlight sail down on the Potomac and back just before midnight. Dancing was enjoyed on board, and refreshments were served. The opportunity which a boat gives for friendly visiting among old acquaintances and new convention friends made that form of trip particularly enjoyable. The results of the afternoon election were announced on the boat, and there was much congratulation of the new President, both on his election and on the perfection of the convention arrangements.

With all convention work out of the way, the delegates turned, on Thursday, to complete enjoyment of sightseeing and good times. At 9:30 special cars and trailers left on the electric railway for Virginia, and an hour later they were unloaded at Arlington on the first stage of an enjoyable day. The weather was the perfection of what one would wish to have for a May day in Washington. The long file took its course out thru the burial plateau where lie the country's dead, pausing for a few moments beside the impressive monument to those who died on the Maine, and then passing on to the supremely perfect amphitheater, that newly completed gem of architecture where President Harding delivered on Armistice Day his famous address at the burial of the Unknown Soldier. The guide of the party took the platform to describe the details of the amphitheater plan and purpose, and then the party filed thru the crypt and out where the tomb of the Unknown Soldier was erected. Just as the party passed out in that direction, pall-bearers were bringing from the crypt for interment the last of the American soldiers who came from France. From the new amphitheater a walk was taken to the old, less formal amphitheater, and thence to the Arlington Mansion, built by the adopted grandson of General Washington, and the home of General Lee. The view from this spot over the Capitol city on a May day is one of the unparalleled views of the world. After boarding the train again, a trip was made to Alexandria, with opportunity to visit Christ Church and to see the old box pew of Washington and the pew of General Lee, who worshiped there till the Civil War. The pulpit and its woodwork are today the same as in Washington's time, and the old chandelier for candles still hangs under the balcony. During the trip from Alexandria to Mt. Vernon, a box lunch was served, and such ample time was allowed for the stop at the home of the first President that all had opportunity to see every part of the house and grounds and to take a rest in the cool breezes that came over the fields. Mt. Vernon, as everyone knows, is one of those historic spots that is just exactly what one would hope and wish it to be, and on a warm May day with the green fresh on the trees and the flowers brilliant in the gardens it makes an impression that can never be effaced.

THERE WAS AMPLE TIME TO REST AT MOUNT VERNON AND A COOL BREEZE OVER THE LAWNS. ANDREW PIERCE, OF BOSTON, IS IN PROFILE, JOHN KIDD BACKS UP MISS CUGELL, PRESIDENT NYE STANDS.

The Banquet

THE great banquet hall of the Hotel Washington proved to be one of the best rooms that has ever been allotted to this final festive part of the Convention program. There was ample room for the five hundred who sat down, and an easy opportunity to hear and to see the photographs which Dr. Walter Traprock displayed on the screen. A lively orchestra supplied music for the banquet, and George H. O'Connor led the singing. Few banquet programs of the Booksellers' Conventions have equalled this in its fine balance of wit and wisdom. Frederick William Wile, author and newspaper man, made the ideal toastmaster, brilliant and to the point in his introductions and quick and pertinent at the close of the speeches. Wendell Phillips Stafford, Justice of the Supreme Court of the District of Columbia, gave a brilliantly delivered, witty and scholarly address on "Books and Men." George S. Chappell, who, as Dr. Traprock, has ridden to fame as the author of "The Cruise of the Kawa," gave one of his inimitably droll talks on exploration, illustrated by screen pictures taken from a humorous medley of travel views. Senator Borah followed with a notable political address, giving the audience who had not had previous opportunity to hear him, ample opportunity to judge of his power. During the evening the new President, Simon L. Nye, was introduced to make his first bow to the Association, and an inscribed watch was presented to Engene L. Herr.

MRS. ALICE STEINLEIN OF THE GREENWOOD BOOKSHOP, WILMINGTON, WAS ONE OF THE MANY WOMEN BOOKSELLERS WHO TOOK ALERT INTEREST IN ALL THE SESSIONS.

MR. MELCHER, presenting the watch to Mr. Herr, said: "Because of a rugged toughness in my physique, which comes from New England, and because of a certain lack of modesty, which I gained while a resident in Indiana, I am frequently called upon, as you know, to act as announcer in our conventions.

At this time, however, I am asked to act for the five hundred here, as amplifier, of the things that you feel like broadcasting. For several years as Treasurer and for two as President, we have put heavy tasks upon the President who now retires. In order that he may have some sense of the fact that we appreciate the work done, the vision upheld and the progress made in the two years, I, representing you, the five hundred, present at this time, an engraved watch to Eugene L. Herr, of Lancaster, Pennsylvania." (Applause.)

MR. HERR said, in reply, "My dear friends and fellow booksellers: This is an occasion when the heart is too full for words. It has been a source of deep gratitude to me that you have seen fit to honor me and to give me the opportunity to serve you and the trade in general, as your President for the past two years, and in thus heaping an overflowing measure of your gratitude with this beautiful gift, which I shall cherish as long as I live as a mark of your appreciation and friendship, all that I can say is that I thank you deeply from the bottom of my heart."

[Applause.]

Record of Attendance

NEW ENGLAND

Massachusetts

Adams, L. W., Lothrop, Lee & Shepard Co., Boston.
Adams, Mrs. L. W., Boston.
Brown, Hulings C., Little, Brown & Co., Boston.
Brown, Mrs. Hulings C., Boston.
Bruns, A. M., Boston.
Bruns, Mrs. A. M., Boston.
Combie, W. R., The New England News Co., Boston.
Combie, Mrs. W. R., Boston.
Dion, Alfred L., Boston.
Donahue, Fred L., Schoenhot Book Co., Boston.
Dragon, Arthur J., The Old Corner Bookstore, 27-29 Bromfield St., Boston.
Everett, Walter C., R. H. White Co., Boston.
Everett, Mrs. Walter C., Boston.
Gilbert, Wm. A., Old Corner Book Store, Boston.
Gould, Harry, The New England News Company, Boston.
Gould, Mrs. Harry, Boston.
Greene, Joseph F., Little, Brown & Co., Boston.
Gregory, Warren F., Lothrop, Lee & Shepard Co., Boston.
Hale, Ralph T., The Medici Society of America, Boston.
Hopkins, William T., Jr., Little, Brown & Co., Boston.
Jones, Irving E., Old Corner Book Store, Boston.
Luessler, Harrison, Houghton Mifflin Co., Boston.
Millan, Mrs. Frank, Williams Bookstores Co., Boston.
Minot, John Clair, Boston Herald, Boston.
Pierce, Andrew D., Little, Brown & Co., Boston.
Pierce, Mrs. Andrew D., Malden.
Phillips, Le Roy, Boston.
Schenck, V. M., The Pilgrim Press, Boston.
Taylor, S. W. H., Boston Evening Transcript, Boston.
Taylor, Mrs. S. W. H., Boston.
Whitcomb, George Faunce, The Christian Science Monitor, Boston.
Wright, Warren H., Little, Brown & Co., Boston.
Blanchard, Charles B., Harvard University Press, Cambridge.
Carroll, Joseph V., Houghton Mifflin Company, Cambridge.
Pottinger, David T., Harvard University Press, Cambridge.
Ticknor, Benjamin H., Houghton Mifflin Company, Cambridge.
Wilkins, Mrs. F. E., Danvers Square Book Shop, Danvers.
Adams, E. S., Adams Bookstore, Fall River.
Adams, Mrs. E. S., Adams Bookstore, Fall River.
McFarland, L. W., Adams Bookstore, Fall River.
McFarland, Mrs. L. W., Adams Bookstore, Fall River.
Donahue, Mrs. Fred L., Needham.
Dvorak, Charles, New Bedford.
Dvorak, Mrs. Charles, New Bedford.
Hutchinson, Henry S., H. S. Hutchinson & Co., New Bedford.
Dodd, Marion E., Hampshire Bookshop, Northampton.
Lyman, Clifford H., Bridgman & Lyman, Northampton.
Smith, Mary Byers, Hampshire Bookshop, Inc., Northampton.
Baker, Harris W., G. & C. Merriam Co., Springfield.
Short, W. C., G. & C. Merriam Co., Springfield.
Short, Mrs. W. C., Springfield.

Maine

Campbell, Charles E., Loring, Short & Harman, Portland.
MacAllister, E. B., Huston Tuttle Book Co., Rockland.

Vermont

Chalmers, Miss Alfa T., Geo. E. Chalmers, Rutland.
Temple, Miss Ruth W., Rutland.
Tuttle, Chas. E., The Tuttle Company, Rutland.
Tuttle, Mrs. Charles E., The Tuttle Co., Rutland.

Connecticut

Warfield, G. F., G. F. Warfield & Co., Hartford.
Kronish, J., Edw. P. Judd Co., New Haven.
Davis, Charles F., Davis & Nye, Waterbury.
Davis, Mrs. C. F., Davis & Nye, Waterbury.

Rhode Island

Brinckerhoff, Mrs. Louisa C., The Shepard Co., Providence.

NEW YORK

New York City

Adams, J. Sidney, Samuel Gabriel Sons & Co.
Adams, Mrs. J. Sidney.
Albrecht, Wm. P. The Macmillan Co.
Amis, George Wm., Harcourt, Brace & Co.
Archer Leon B., Cosmopolitan Book Corp.
Ayers, Charles H., The American News Company.
Bachmann, Geo. F., Thomas Nelson & Sons.
Bachmann, Mrs. Geo. F.
Bartsch, Mary J., M. J. Whaley, Inc.
Bayer, Frederick F., Oxford University Press.
Bayer, Mrs. Frederick F.
Bell, John, The Century Co.
Bohnfalk, J. F., The Ronald Press Co.
Brentano, Lowell, Brentano's.
Brentano, Mrs. Lowell.
Brett, George P., jr., The Macmillan Co.
Burger, A. W., Harper & Bros.
Burger, Mrs. A. W., Brooklyn.
Burkhardt, Chas. A., E. P. Dutton & Co.
Burt, Edward F., A. L. Burt Co.
Burt, Harry, A. L. Burt Company.
Burt, Mrs. Edw. F., Brooklyn.

Butler, Charles E., Brentano's.
Butler, Mrs. Charles E.
Calhoun, Charles P., The Ronald Press Company.
Carrington, C. F., New York *Herald*.
Clinch, Frank A., D. Appleton & Co.
Clinch, Mrs. Frank A.
Coakley, John J., The Feeley Co.
Corrigan, J. W., George H. Doran Company.
Crone, Albert R., R. R. Bowker Co.
Crone, Dorothy Knight (Mrs. A. R.), R. R. Bowker Co.
Crowell, Cedric R., Doubleday, Page & Co., Garden City.
Crowell, Jeremiah, Thomas Y. Crowell Co.
Cugell, Ethel, Best & Co.
Darrow, Whitney, Charles Scribner's Sons.
Dempsey, Miss Alice M., Gimbel Bros.
Dixon, Frank C., T. Y. Crowell Co.
Dixon, Mrs. Frank C.
Dominick, Maynard A., Frederick A. Stokes Co.
Douglass, Mortimer, E. P. Dutton Co.
Earl, H. B., Doubleday, Page & Co., Garden City.
Earl, Mrs. H. B., Garden City.
Farrell, Miss Rhea I.
Everitt, S. A., Doubleday, Page & Co.,
Fellows, Elizabeth H., Physical Culture Corp.
Gabriel, Bertram A., Sam'l. Gabriel Sons & Co.
Gaige, Grace, R. H. Macy & Co.
Galt, Dorothy H., Chas. Scribner's Sons.
Galt, Sterling, jr., Charles Scribner's Sons.
Gittens, C. H., Harper & Brothers.
Gittens, Mrs. C. H.
Greene, Louis C., R. R. Bowker Co.
Grosset, Alexander, Grosset & Dunlap.
Hammen, Charles B., Kiggins & Tooker Co.
Hartog, Alfred, Columbia University Press Bookstore.
Hays, R. N., Geo. H. Doran Co.
Hill, W. W., The Ronald Press Co.
Holden, John A., PUBLISHERS' WEEKLY.
Hoyns, Mr. Henry, Harper & Bros.
Hoyns, Mrs. Henry.
Hubley, Miss Effie C., Frederick Loeser & Co., Brooklyn.
Humble, Marion, Natl. Assn. of Book Publishers.
Hungerford, Herbert, American News Company, Inc.
Hungerford, Mrs. Herbert.
Hurst, Richard, Hurst & Co.
Hurst, Mrs. Richard.
Jenkins, S. A., Grosset & Dunlap.
Jones, Herbert G., N. Y. *Tribune*.
Kelley, Marian, Abraham & Straus, Inc., Brooklyn.
Kinsey, Harold C., Cosmopolitan Book Corp.
Kleinteich, Geo., Brooklyn.
Kleinteich, Mrs. Geo., Brooklyn.
Korbel, Charles, Oxford University Press.
Korbel, Mrs. Charles.
Kyle, Thos. F., Thomas Nelson & Sons.
Lacy, Frederick D., G. P. Putnam's Sons.
Lederer, Earl F., Harper & Bros.
Lederer, Mrs. E. F.
Leon, Arthur T., Cupples & Leon Co.
Lewis, Howard C., Dodd, Mead & Co.
Levy, Louis M., Hurst & Co.
Levy, Mrs. Louis M.
Lone, E. Miriam, Lathrop C. Harper.
Loweree, S. McL., Duffield & Co.
McIntosh, Wm. W., Oxford University Press.
McKeachie, Wm. S., The Baker & Taylor Co.
McKeachie, Mrs. Wm. S.
Macrae, John. jr., E. P. Dutton & Co.
Magel, F. L., Syndicate Trading Co.
Mahoney, T. F., Bobbs-Merrill Co.
Malloy, James V., Cosmopolitan Book Corporation.
Marsh, Allyn Jay, New York *Times*.
Melcher, Frederic G., PUBLISHERS' WEEKLY.
Mendes, L. W., Interlaken Mills.
Minton, Melville, Charles Scribner's Sons.
Murphy, Catherine M., M. J. Whaley, Inc.
Murphy, Joseph C., M. J. Whaley, Inc.
Newton, Shaw, The *Bookseller and Stationer*.
O'Connell, D. J., Funk & Wagnalls Co.
Olsen, H. T., Bobbs-Merrill Co.
Putnam, G. P., G. P. Putnam's Sons.
Reed, F. L., Grosset & Dunlap.
Mrs. F. L. Reed.
Reid, C. S., American News Co.
Mrs. C. S. Reid.
Rinehart, Stanley M., jr., George H. Doran Co.
Rowland, Helen, Wheeler Syndicate.
Savage, H. F., F. A. Stokes Co.
Schulte, Theo E., Theo E. Schulte.
Schulte, Mrs. Theo E.
Schweitzer, Mrs. J. P., Edgar S. Werner & Co.
Seiler, A. G.
Seltzer, Adele Szold, Thomas Seltzer, Inc.
Seltzer, Thomas, Thomas Seltzer, Inc.
Shuford, L. S., The Baker & Taylor Co.
Simon, Richard L. Boni & Liveright.
Smith, Harrison, Harcourt, Brace & Co.
Smith, James J., Doubleday, Page & Co., Garden City.
Smith, Mildred C., R. R. Bowker Co.
Stevenson, Laura B., Bookseller and Stationer.
Stewart, H. A., The Ronald Press Co.
Street, Polly, F. A. Stokes Co.
Suther, Emelie J., Edgar S. Werner & Co.
Sutphin, E. A., New York *Sun*.
Thompson, J. L., Charles Scribner's Sons.
Thos. Nelson & Sons.
Thomson, William, Thomas Nelson & Sons.
Thomson, Mrs. William.
Titus-Werner, M. Stanleyetta, Edgar S. Werner & Co.
Trenkle, Charles J., jr., The Macmillan Co.
Tucker, Miss Ada, Edgar S. Werner & Co.
Walker, Belle M., Bookseller and Stationer.
Walker, Stanley, Henry Holt & Co.
Whaley, Mrs. M. J., M. J. Whaley, Inc.
Williams, Harold E., The American News Co.,
Williams, Mrs. Harold E.
Willsie, Honoré, F. A. Stokes Co.
Wilson, Ralph, McDevitt-Wilson's, Inc.
Wilson, Mrs. Ralph.
Witsil, John T., Brentano's.
Witsil, Mrs. John T.
Ziegler, E. H., George H. Doran Co.

New York State

Conover, Seely, Seely Conover Co., Amsterdam.
Moore, Edna F., Allen's Book Store, Auburn.
Cummings, Miss Tina J., The Wm. Hengerer Co., Buffalo.
Erion, Edward P., Buffalo.

Erion, Mrs. Edward P., Buffalo.
Grauer, Christopher G., Otto Ulbrich Co., Buffalo.
Grauer, Christopher G., Buffalo.
Hall, Harriet Jane, J. N. Adam & Co., Buffalo.
Wetherbee, Arthur E., Aries Book Shop, Buffalo.
Wetherbee, Mrs. Arthur E., Buffalo.
Derby, Cora A., C. A. and E. N. Derby, Elmira.
Sanford, B. E., Cornell Co-operative Society, Ithaca.
Davis, William M., Forsyth & Davis, Inc., Kingston.
Newkirk, Mrs. Garret, Forsyth & Davis, Inc., Kingston.
Witbeck, Miss Edith P., Forsyth & Davis, Inc., Kingston.
Grant, Dorothy L. A., Dorothy Grant's Bookshop, Port Washington.
Medcalf, Dellon K., Scrantoms, Inc., Rochester.
Medcalf, Mrs. Dellon K., Rochester.
Crampton, Gladys M., Bailey's Book Store, Syracuse.
Keating, Blanche A., Syracuse.
Keating, Louis A., W. Y. Foote Co., Syracuse.
MacAllister, Blanche E., Syracuse News Company, Syracuse.

CENTRAL ATLANTIC DISTRICT

Philadelphia

Bold, Miss Clara, Vir Publishing Company.
Clinger, J. W., American Baptist Pub. Society.
Coakley, Mrs. John J.
Dobbins, Miriam L., Publication and S. S. Bd. of Reformed Church.
Flood, James, jr., George W. Jacobs & Co.
Fraser, John R., The John C. Winston Co.
Freud, Benedict, Gimbel Bros.
Freud, Mrs. Benedict.
Jacobs, George W., George W. Jacobs & Co.
Jones, Elmer E., The John C. Winston Co.
Jones, Mrs. Elmer E.
Jones, Miss Mildred E.
Kornbau, Rudolph G., The John C. Winston Co.
LeGallez, Jas. W., The North American.
Lewis, Walter S., Presbyterian Board of Publication.
Lippincott, Joseph W., J. B. Lippincott Company.
Littlejohn, A., Sears, Roebuck & Co.
Littlejohn, Mrs. A.
McGrath, Frank V., Leary's Book Store.
McGrath, Mrs. Frank V.
Mattison, Fred F., Strawbridge & Clothier.
Melvin, Chas. W., Milton Bradley Co.
Melvin, Mrs. Chas. W.
Pound, Miss Marie.
Pound, Mrs. Rose.
Reilly, Peter, Peter Reilly, Inc.
Reilly, Eleanor K.
Reilly, Katherine E.
Shoemaker, Charles C., The Penn Publishing Company.
Tewson, W. Orton, Public Ledger.
Thompson, Mrs. Wm.
Warner, Philip W., Leary's Book Store.
Williams, Sidney, Philadelphia *North American.*

State of Pennyslvania

Butz, Miss Mayme, Hess Bros., Allentown.
Goeppel, Mrs. Mable B., Hess Bros., Allentown.
Koch, Sidney S., The Wm. F. Gable Co., Altoona.
Speakman, Norman E., C. N. Speakman & Sons, Coatesville.
Speakman, Mrs. Norman E., Coatesville.
Steinfeldt, Rae, R. Steinfeldt & Bro., Coatesville.
Fraser, Mrs. John R., Elkins Park.
Harvey, Laurence J., Dives, Pomeroy & Stewart, Harrisburg.
Herr, Eugene L., L. B. Herr & Son, Lancaster.
Herr, Mrs. Eugene L., Lancaster.
Bollman, Miss K. S., K. S. Bollman, Lebanon.
Shirk, Mrs. Howard C. Lebanon.
Reizenstein, Miss E., Lebanon.
Brown, John A., J. R. Weldin Co., Pittsburgh.
Jones, Miss Mildred, Jones' Book Shop, Pittsburgh.
Jones, Mrs. T. Edward, Jones' Book Shop, Pittsburgh.
Kemp, J. Campbell, Joseph Horne Co., Pittsburgh.
McGhee, William B., Kaufmann's Dept. Stores, Pittsburgh.
Morgan, Mrs. Elizabeth, Jones Book Shop, Pittsburgh.
Zercher, F. W., Regal Umbrella Co., York.
Zercher, Mrs. F. W., York.

New Jersey

Barse, W. J., Barse & Hopkins, Newark.
Sheridan, Joseph Hahn & Co., Newark.
Pfanstiehl, Miss H. Josephine, Newark.
Reed, W. R., W. R. Reed, New Brunswick.
Reed, Mrs. W. R., New Brunswick.
Warren, F. D., jr., Princeton University Press, Princeton.

Maryland

Conway, Elizabeth, Stewart & Co., Baltimore.
Estabrook, John Joseph, Hochschild Kohn Co., Baltimore.
Norman, William W., The Norman, Remington Co., Baltimore.
Ottenheimer, Isaac, I. & M. Ottenheimer, Baltimore.
Remington, Stanley G., The Norman Remington Co., Baltimore.
Sondheim, Walter, Hochschild Kohn Co., Baltimore.

Delaware

Herr, Herbert H., Butler's, Inc., Wilmington.
Herr, Mrs. H. H., Wilmington.
Steinlein, Eric J., Greenwood Book Shop, Inc., Wilmington.
Steinlein, Mrs. Alice L., Wilmington.

District of Columbia

Avery, Sidney M., Brentano's, Washington.
Ballantyne, Wm., jr., Wm. Ballantyne & Sons, Washington.
Baum, P. O., Pursell's Book Store, Washington.
Citen, Miss Jean, Washington.

Jenkins, Austin N., Austin Jenkins Co., Washington.
Meegan, James F., Washington.
Nye, Simon L., S. Kann Sons Co., Washington.
Nye, Mrs. Simon L., Washington.
Pearlman, G. David, Pearlman's Book Shop, Washington.
Pearlman, Mrs. G. David, Washington.
Richards, Samuel, The Washington News Company, Washington.
Schlamm, Mrs. Edgar D., Washington.
Spangler, James O., The Washington News Company, Washington.
Taylor, Mrs. R. R., College Book and Supply Store, Washington.
Taylor, Walter K., College Book and Supply Store, Washington.
Woodward, Fred E., Woodward & Lothrop, Washington.

FROM THE SOUTH

Virginia

Nusbaum, M. G., Nusbaum's, Norfolk.
Nusbaum, Mrs. M. G., Norfolk.
Peter, Mrs. Mildred, Norfolk.
Duzan, Luella, Miller & Rhoads, Richmond.
Pleasants, J. E., Presbyterian Committee of Pub., Richmond.

West Virginia

Brown, C. W., The James & Law Co., Clarksburg.

North Carolina

Wills, R. T., Wills Book and Stat'y Co., Greensboro.
Wills, Mrs. R. T., Greensboro.

Tennessee

Clarke, Thomas A., E. H. Clarke & Bro., Memphis.

Texas

Hamblen, Henry W., Teolin Pillot Co., Houston.
Hickman, W. L., Presbyterian Committee of Publication, Texarkana.

THE MIDDLE WEST

Illinois

Bean, Donald P., University of Chicago Press, Chicago.
Furlong, Russell H., Jordan & Co., Chicago.
Goodwin, J. E., Rand, McNally & Co., Chicago.
Greene, Mrs. Josephine M., A. C. McClurg & Co., Chicago.
Hahner, Marcella Burns, Marshall Field & Co., Chicago.
Hansen, Harry, Chicago Daily News, Chicago.
Holloway, Roland F., University of Chicago Press, Chicago.
Kohr, W. R., The Macmillan Co., Chicago.
Lamb, Harry M., Rand, McNally & Co., Chicago.
Lamb, Mrs. H. M., Chicago.
Lamb, Miss Margaret, Chicago.
Lee, W. F., The Reilly & Lee Co., Chicago.
Littlejohn, G. W., Rand, McNally & Co., Chicago.
McGrew, John D., Baird & Lee, Inc., Chicago.
McNally, Jas., Rand, McNally & Co., Chicago.
Portsch, E. H., Chicago Tribune, Chicago.
Sayers, Alfred H. P., Silbermann-Sayers Book and Art Shop, Chicago.
Tracht, Fred H., The University of Chicago Bookstore, Chicago.
Vaughan, L. B., Frederick J. Drake & Co., Chicago.

Indiana

Thompson, Grace L., L. S. Ayres & Co., Indianapolis.
Henry, Mayme M., A. Herz, Terre Haute.
Herz, Miss Elizabeth, A. Herz, Terre Haute.

Ohio

Richardson, J. K., Robinson's Book Store, Akron.
Pettibone, Walter, The Pettibone-McLean Co., Dayton.
Kidd, John G., Stewart Kidd Co., Cincinnati.
Bingham, G. B., The Burrows Bros. Co., Cleveland.
Hutchinson, V. S., Halle Bros. Co., Cleveland.
Korner, H. V., The Korner & Wood Co., Cleveland.

Michigan

Galleshaw, Sara B., John V. Sheehan & Co., Detroit.
Humphrey, Mary, Detroit Free Press, Detroit.
LaBelle, Alfred J., Macauley Brothers, Detroit.
LaBelle, Mrs. Alfred, Detroit.
McKee, Walter V., J. V. Sheehan Co., Detroit.
McKee, Mrs. W. V., Detroit.
Macauley, Ward, Macauley Bros., Detroit.
Macauley, Mrs. Ward, Detroit.
Morris, Mrs. Anna S., J. L. Hudson Co., Detroit.
Clarke, Bates E., Beecher, Kymer & Patterson, Kalamazoo.
Jones, Wm. O., J. R. Jones Sons & Co., Kalamazoo.

From Across the Mississippi

Wirtz, Geo. O., Allsopp & Chapple, Little Rock, Ark.
Downes, C. S., Associated Students Store, Berkeley, Calif.
Gelber, Leon, White House, San Francisco, Calif.
Morris, Belle C., San Francisco, Calif.
Hotchkiss, John T., The J. K. Gill Co., Portland, Oregon.
Hotchkiss, Mrs. John T., Portland Oregon.
Wilson, Carl K., Archway Bookstore, Seattle, Wash.

CANADA

Brown, C. Foster, Foster Brown, Co., Limited, Montreal,
Kerfoot, W. H., Kerfoot's Bookstore, Smiths Falls.
Kerfoot, Mrs. W. H., Smiths Falls.

EUROPE

Lamm, Nils, Agence Génerale de Librarie et de Publication, Paris.

The Bookdealers' Advertising

By Frederick D. Hartman

THE question of advertising for the bookseller is certainly debatable. Many a dealer has learned the lesson which has often cost publishers dearly—that the amount of advertising space necessary to sell an appreciable number of any one title may cost so much that to continue would inevitably mean disaster. It is not unusual for the advertising cost on a single title to approach fifteen to twenty per cent of the cost of manufacture of the entire edition.

To make the matter of retail advertising clearer, a short discussion of the basic principles underlying advertising is in order and a definition of the terms is convenient. We see no justification for the arbitrary divisions so frequently differentiating advertising and publicity. One well-known psychologist in writing on the subject refers to advertising as that type of publicity which is paid for. In the last analysis, so far as regards the distribution of any type of merchandise, there is very little publicity that cannot be traced directly to some form of paid advertising. One of the most profitable types of publicity a book may receive is a criticism appearing in the literary columns of some periodical—yet totalling the cost of review copies given annually by publishers this cost is by no means inconsiderable.

Wadsworth defines advertising as "consisting of any effort which has for its purpose the obtaining of distribution or demand for a commodity without personal solicitation." Again, Richardson in "Power of Advertising" defines it as (1) "Publicity work conducted on educational lines, aiming to make the name and merit of a commodity familiar to buyers thruout the advertiser's get-at-able territory, having made the selling points known, seeking to keep them fresh in the buyer's mind. (2) Printed salesmanship, telling the story of the goods in a dignified, convincing, yet interesting manner, in words easily understood, but containing no suspicion of exaggeration or in pictures that give faithful illustrations of the goods. (3) The gradual process of applying layer after layer of facts relative to quality and value to the public mind, so that, step by step, the impressions of goodness are strengthened and a confidence wall built round the product to the exclusion of competing brands."

The test to which all advertising copy is subjected is whether it has secured the attention—retained the memory and induced favorable action in enough persons to produce a large enough sale to pay for the cost of the advertisement. It is needless to point out the reasons why it is impossible to estimate the actual results of advertising copy completely.

One fact which apparently is generally overlooked is the entire lack of uniformity of opinion among people regarding any one book. The success of any advertising depends ultimately upon the satisfaction expressed and felt by those individuals induced to buy a book after reading the advertisement. Let one present a given book to twenty different people, stating at the time that the book is a sound treatise on the Women of America, the chances are that after having read this book at least nineteen of the twenty will disagree with the description—and no two of these will estimate the book similarly. True, a majority of the twenty may have enjoyed the book and be glad to possess it, yet they will have no confidence in the estimate of the next book the recommender wishes to present.

There will be no exact uniformity of individual opinions if expressed on an article of merchandise—but a far greater number of people, after trying a cake of soap, will agree with the statement of the advertiser that "it's pleasing to the hands" than the number who agree that the above mentioned book is a "sound study of American women." This lack of uniformity in individual opinion is the one reason making it difficult to incorporate in advertising copy dealing with books that type of statement which will induce in the reader a decision leading to action. Lacking this characteristic, paid advertising space becomes expensive for book-dealers. Also, because of the very nature of books, the amount of space required to command the attention and interest of the reader adequately is very great. For example, a dealer might have a stock of even five hundred copies of a piece of first-class fiction, a book that derives no inconsiderable benefit from the publicity promulgated by the publisher. The margin on the lot would be not over four hundred dollars at the highest estimate and to move these in proper time might easily require two hundred dollars' worth of advertising which, when added to the dealer's overhead, would leave a net loss. It would be better for the dealer not to buy this advertising and sell only fifty copies of the book showing an actual profit.

One great handicap for the book-dealer is the difficulty in obtaining satisfactory clerks. A book clerk should be a Ph.D. and also have at least ten years' library experience and five years' business training, in addition to all

the qualifications of a diplomat. In analyzing the success and cause for the enormous clientele of the famous old French and English book-shops I can find no single factor contributing more than the high calibre of clerks available. This was largely due, at least in England, to the practice of requiring many years apprenticeship in the learning of a trade. There was apparently a great earnestness exhibited by the young men in their occupation. The natural consequence then was that the clerks were all well-informed concerning the stocks in which they dealt and while, of course, there were not so many books at that time on which to be informed, yet the systems of cataloging and classification were much more tedious. In view of the clerks being so well-informed, their relations with the patrons were greatly strengthened, and the regular practice was for a book buyer to depend on his favorite clerk to inform him on all publications and more or less direct his purchases. In other words, the book clerk was the dealer's *advertising medium.* The most hopeful signs of the present for the book-dealer are the activities for the development of training courses for book clerks. I shall not discuss in detail here the development of personal advertisement for bookshops thru properly trained clerks but pass on to the impersonal type.

If the advertising space in stereotyped mediums is often too expensive to be of large practical use for book-dealers, then the next best thing is to develop a type of advertising that is less expensive. If it is too expensive to take one's advertising before the eyes of the public, does that necessarily mean that the public cannot be brought to read the advertising where it costs nothing to place it? This seems a somewhat absurd supposition and yet it has a practical foundation. Ten thousand people might pass their eyes over your advertisement in a paper and yet, considering the rush in which most newspapers are read, a very small per cent be moved to action—for it is practically impossible to show real urgency for immediate action regarding the purchase of the average book. However, if one hundred people can be brought into a favorable place to read an advertisement in which there is ample space to commend the attention and arouse the interest—desire—confidence of the reader, the per cent induced to action will certainly be larger —particularly since this experince is to occur in the advertiser's own shop. In short the hope of many book-dealers rests on the possibility of getting more people into their shops. There are various ways in which to do this. Herewith are listed a number of them. By having in the store—

(1) Stamp and parcel post station.
(2) Agency for theater tickets, etc.
(3) Church notices and bulletin board.
(4) Agency for advertisements in local papers.
(5) Rest room.
(6) Circulating library.

There are many other means to be sure of attracting people into a store, but these will serve as suitable illustrations. Such departments as these, if installed, should be operated efficiently if they are to be effective, otherwise their entire usefulness is destroyed. There are various little devices which can be adopted to lower the operating cost of these departments—such as having the stamp clerk sell picture post cards and other novelties. It ought to be borne in mind, however, that these departments are solely for advertising—or rather for procuring the public to canvass with publicity and the pleasant satisfaction which the public experience by the use of such departments should not be marred thru too apparent an effort to make them carry their own operating expense. The number of people who may be induced to enter a book store thru such means as described above, varies, of course, with the locality of the book shop, size of the city, number of other stores, etc. I have records supplied from twelve different shops where the number of people entering the store per day was increased from one to five hundred per cent by just such means as above described.

After getting the public into the book shop, the next step is to have the advertising copy properly written and distributed. The extent to which a book shop may be advantageously plastered with advertising notices is a debatable one. The same principles of aesthetics, however, do not apply to the advertising of books as to other types of merchandise. A certain amount of "literary informality" rather enhances the value of advertising copy of books. The advertising copy may display as many individual characteristics as the books themselves—and as this property of books forms the basis of one of their greatest attractions it is well to reflect it in the advertising copy. This is a most fortunate circumstance, for it enables the book-dealer to avail himself of hand printed advertising cards. By judicious and persistent use of this type of advertising, the dealer may supplement his clerical staff to good advantage.

The average individual is much more susceptible to a suggestion received in an impersonal way than otherwise. A man may come into a book shop to buy a stamp and read a sign announcing some new publications on gardening and indicating a shelf where these books may be examined without any obliga-

tion to purchase. If at all interested in the subject it is quite likely he will stop to examine the books and if he is not stimulated to purchase it is probable that the "missionary" groundwork will be laid in his subconsciousness, so as to render the next attack of advertising copy on his attention more effective. Now this same man could enter the store bearing the same latent potentiality for susceptibility to a purchase, and yet if approached by a salesman with an inquiry regarding his interest in gardening books, he would refuse to stop—and if the salesman persisted in this policy every time the man came to buy a stamp, he would soon stop coming in.

The potency of color, repetition, movement, etc., in winning the attention of the passers-by may be effectively used. The prolific use of clippings from reviews, personal notes about authors, informational sketches dealing with various details of printing and publishing, etc., may be most profitably displayed on bulletin boards and in show windows. The preparation and placing of such advertising material ought to be in the hands of one competent clerk who carefully watches the results of the different signs and records his copy.

One might continue at length describing the actual procedure of profitable "extension" work for the book-dealer, but this technique can best be perfected by each book-dealer for himself. The point the writer hopes to emphasize is that if display advertising of the standard type is too expensive to be practicable for a book-dealer to use, this does not alter the fact that advertising will increase his business and it is up to the dealer to supplement with some such type of advertising that will be economical and profitable.

Current Clippings

"If," the new play by Lord Dunsany, which Putnams have just published in book form, will be produced on the New York stage this autumn under the management of Brock Pemberton. The play already has had a successful run in London.

J. Bidez has reported to the Royal Belgian Academy on the papyrus finds made at Benesch, about 120 miles south of Cairo. They are said to reveal the existence of a hitherto unknown tragedy by Sophocles and a number of lost works of Pindar. Another feature of curious interest is the discovery of pay rolls for manuscript copyists and other clerks of the second century.

George Bernard Shaw is always lecturing, preaching or scolding. But give him credit—he stays in England to do his lecturing. —*Life.*

University Presses

Growth in Numbers and Importance

"University Presses are comparatively new in this country," writes Paul G. Tomlinson of the Princeton University Press. "The oldest and also the largest is the University of Chicago Press, founded in 1892. In that year it issued two books and a few pamphlets. Its volume of business now amounts to three-quarters of a million dollars a year and its list of titles totals over nine hundred. This press, with the Princeton, Harvard, Johns Hopkins, and Yale Presses, is probably the most important of these enterprises in the United States. Many other Universities and Colleges are eager to be represented by Presses, however, and every little while institutions write for information about our organization and plant to guide them in their plans for a Press of their own.

"Sometimes the University Press is an integral part of the University; sometimes it is a separate and distinct organization. The University of California Press is an administrative department of the University. The Harvard University Press is a department of Harvard University; so it is at Johns Hopkins. At Yale, the University Press is an independent corporation. with stock control in the hands of Yale University. The Princeton University Press was founded in the interests of Princeton University and of scholarship, but has no corporate connection with the University.

"The importance of the work which a University Press can do is becoming better recognized in this country as time goes on. Rome was not built in a day, nor can any sound business enterprise hope to start full grown. Here at Princeton we are building for the future. We have definite plans as to what that future is to be, and after seventeen years of experience feel that we are now in a position to put some of these plans into execution.

"The Cambridge University Press in England is 401 years old. The Oxford University Press is celebrating its 468th birthday this year. Recently we had the pleasure of a visit from Mr. Humphrey Milford. President of the Oxford Press, and in the course of a conversation someone remarked that the Oxford University Press is certainly an important part of Oxford University. 'My dear man,' said Mr. Milford, 'it is Oxford University.'

"We neither hope nor plan to be Princeton University. But we do plan, and confidently expect, to lay the solid foundation of an enterprise which in time will be second in importance to nothing in any way connected with the name of Princeton.

Reminiscences of a Book Scout

By Joseph Jewett Barton

X. He Sat Beside the Embers

I HAVE a canny old Scotch friend who lives out in West Jersey. He is connected with a large library, and can get away only on Saturdays to prowl around the country picking up book bargains.

So, once in awhile I get a letter from him, as I did last winter. It ran to the effect that he had received several notes from a lady, widow of a half-baked poet who was the brother of a well-known author, tho, hardly of the first rank. She had books to dispose of; A.—said he couldn't possibly get away to see them, but if I would go see her, and got anything in which he was interested, and sell it to him at a fair price, he would be satisfied.

Sounds reasonable, doesn't it; just as tho he was doing me a favor? Well, the truth of it it that A. is about fifteen or more years older than I am, and he doesn't like cold weather nor the disagreeable job of digging books out of the dust and the cobwebs. He likes in cold weather, to go into a nicely lighted, well-heated, orderly bookshop, and right on a shelf on a level with the eyes, no stooping nor straining, pick up a ten or twenty dollar item for fifty or seventy-five cents; who doesn't? But how often does this happen nowadays? Less than ten years ago it could be done around here, but not now.

Some alluring prospect—widow lady, old, of a literary family, must dispose of her books; there ought to be presentation copies, manuscripts and friendly notes from contemporary authors, and everything.

She lived about a mile from the car line, right up a long hill in the face of a northwest wind, and it was awfully cold. Big white house, green blinds and a lot of open country, and nobody was at home.

I tried it again in a couple of days, and found the widow lady, also her genial sister; they assured me they hadn't been out of the house in several weeks, but probably were in the kitchen when I had called before, and had not heard me ring. Yes, Mr. A. had written her I would call, and the books were in the attic, thousands of them. I had been cold, but that little speech of hers, "Thousands of books in the attic" caused such a glow, that I took off my overcoat and announced I was ready to look at them.

Up a long, narrow stair I got to the attic; after a cursory inspection my temperature went down so fast that I got back to the kitchen, put on my overcoat, my overshoes, and wished for thicker gloves and a muffler. The late deceased was no Ballinger with a discriminating eye for worthy literature. He had evidently bought mainly from ten-cent stands, and naturally he had ten-cent books or worse. Yes, there were thousands, and I felt that I must look at them all, as he might have bought a good one by accident. I found a soap box for a seat, pulled it over near a window, grabbed an armful of books and went at it. There was a big, wooden water tank in the attic and the flying blades of a windmill in a northerly breeze trickled a stream, monotonous and lulling. One might have slept nicely under its influence, if it hadn't been so darn cold.

The inclination for poesy permeated the whole collection. Poems and near-poems of early and late vintages, but none that anybody wanted. I ran across an effusion by the late owner which commenced,

"By glowing embers in the lone December,
I sit me dreaming of the dreamy past"

and me sitting on a soap box, in December, in his old cold attic, working.

At noon Mrs. C. came up and said "Won't you have some lunch with us" and the soup was hot and the goulash was tasty, and I was hungry and I ate and ate; and I smoked in the attic.

All afternoon I toiled until I could see no longer, then gathering up the few selected, I went below and announced that I would finish tomorrow

When I reached home I sat down and wrote a few lines to my friend A. and said that I duly appreciated his efforts in my behalf, but he had a poor lot of friends, and he wasn't going to get anything out of this lot. A. wrote me eventually in answer to this, that he could imagine what it was like, because he had been thru another hoard of C.'s which he had left in Trenton or Camden or some place down there. (The foxy old bushwhacker.)

I didn't want to go back on the following day, it looked so hopeless, such a waste of good time, but I had promised to come and I went. Before noontime I had finished, except a lot of paper-back novels behind the chimney. I stood looking at them in disgust and then said to myself, well, while you are at it, do the job thoroly; and in the last stack, the third volume from the bottom, was "The Raven and other Poems, by Edgar A Poe, New York and Lon-

don. Wiley and Putnam, 161 Broadway; 6 Waterloo Place. Price thirty-one cents," the first edition in the original printed wraps, uncut, and unopened. Did I immediately sit down when I got home and write A. about the Poe, or did I not?

Mrs. C. told me it had been her husband's habit for many years to spend all his spare time and money in second-hand book shops. He had told her that if he did not go into the business himself, at any rate what he had bought, in years to come would be of great value, far exceeding such life insurance as he could procure for the same amount of money. Why did it fall to my lot to tell the poor old lady the truth? As for C., either thru perversity or ignorance, he had kept all that junk for many years (the Poe was a mistake) depriving some reputable paper mill of its natural toll.

He sits beside the embers.

College Graduates as Booksellers

THE *Book Scorpion*, "a galley proof published most irregularly by the Hampshire Bookshop," has, in the issue dated March, an editorial on the necessity of the college graduate in bookselling which is very interesting. It says in part:

"The most interesting proposition at present is to start your own bookshop after you have had rigid training in business affairs (including accounting) and some library training, if possible. Practical experience in selling is essential to success, for you may love books and may know all the other things in connection with the book business, but if you cannot sell your favorite authors to suspecting and unsuspecting persons, you are not going to have anything more than a browsing room! Book ownership is the essential thing in every bookseller's life. They believe whole-heartedly that it is necessary to existence as a rock to a barnacle.

"The book business is crying aloud for men and women with a background of college training and a life behind them which has been spent in close contact with books of all descriptions; in brief, it wants the habitual reader from the age of 6, not the people who only read when they are sick! It wants young people of broad interests who can get as excited about Murray's 'Rise of the Greek Epic' as Belloc's 'Cautionary Tales for Children' or Brett Young's 'Marching on Tanga' or Thomson's 'The Biology of the Seasons.' The book business demands a knowledge of all languages and all arts, for the more critical ability you have, the better you will be able to choose your stock and sell it, as on the whole, there are few good books that sell themselves. Resourcefulness and ingenuity are found in all successful booksellers, nothing you have ever done will come amiss! There is no business that has more vital interest or variety than selling books, for by it you are influencing one way or another all persons with whom your shop comes in contact. It should be an educational institution, the bookshop, to even a greater degree than a library and has become so in certain instances.

"The *Book Scorpion* has observed that in the larger stores the salary standard is low and does not offer sufficient opportunity at the present moment for college trained men or women, but this must change and one way to make it change is to demonstrate in small shops what an increase of business is awaiting the large bookshops with a change in policy. Cheap help is not helping the book business but retarding its development. Here lies the chance for one of the most interesting and pleasant jobs in the world, for there is no talent that cannot find an outlet for expression. The methods of book distribution run so far short of modern business efficiency that here again is a fascinating problem to solve in your own ingenious way.

"No person who has not been a habitual reader, who lacks a head for business, who has not had a college education or its equivalent, who is not resourceful, ingenious and of an inventive turn of mind, or who lacks a sense of humor should go into the profession of bookselling, even if he loveth a book to the binder's board!"

Collected Works of Ambrose Bierce

The life of Ambrose Bierce as an author was not a pleasant one. Altho there was a small circle that was warmly appreciative of his work the great public and publishers passed him by. In 1909 the Neale Publishing Company of New York and Washington printed the first volume of his "Collected Works" in a handsome subscription edition and three years later brought the enterprise to completion. The set now contains twelve volumes, and one who cares for Bierce's writings is limited to this edition because many of his books are out of print and these volumes contain much that was never printed in book form before. The mysterious disappearance of Bierce several years ago left his affairs without direction and this edition of his works sold slowly. Thomas & Eron, 34 Barclay Street, have purchased the few remaining sets, bound them attractively, and are selling them to the trade and private customers at a moderate price. One of these days we shall have a biography of Bierce and then there will be new interest in his personality and writings. When that time comes the chances are that his books will be very much in demand and very hard to procure.

Communications

AMY LOWELL PROMOTED

4 Park Street,
Boston, Mass.

April 21, 1922.

Editor, PUBLISHERS' WEEKLY:

In reprinting the *Vanity Fair* table of critical values, you have done an injustice to Miss Amy Lowell by incorrectly giving her a mark of —16.1 instead of .7.

Won't you correct this in your next issue, as it would be too sharp a touch of irony—even in this outburst of critical confusion—to have at the end of the line a name so synonymous with the best in contemporary poetry?

Very truly yours,
HOUGHTON MIFFLIN COMPANY.

EDITORIAL NOTE—The table of critical values as it appeared in *Vanity Fair* was alphabetical. The table as it appeared in the PUBLISHERS' WEEKLY was arranged numerically, i. e., the person receiving the highest vote appeared at the top of the list. Unfortunately the black mark which belonged to Henry Cabot Lodge was given to Amy Lowell. Amy Lowell's mark should have been, as the above letter points out .7 and Henry Cabot Lodge should have been — 16.1 instead of — 9.3.

THE BINDING SITUATION

Editor, PUBLISHERS' WEEKLY:

Some weeks ago we noticed an article in the Weekly regarding the necessity for better binding of books. Just in this line we should like to speak of an incident in our business. Not having had repeat orders for one of our text books used in a high school, we investigated to see if it was still being used. The binding of the book was so strong, the teacher said, that altho the books had been in use for eight years no replacement had been necessary.

This is undoubtedly a fine recommendation for our books, but it does not create a rapid turnover.

Yours very truly,
WHITCOMB & BARROWS.
MARY BARROWS.

Unexpected Co-operation

OF the many signs of earnest co-operative help that came to hand during Religious Book Week, one of the most unusual is a clipping from the Utica *Observer,* a 2-column advertisement of Alfio S. Troga, undertaker. The text of this advertisement reads:

"The inexhaustible resources of knowledge and power to be found in books cannot be estimated. Too few persons realize the stimulation and power of intelligence to be gained by reading good books. To promote the reading of religious books and to guide the serious booklover in selection, this week, April 2nd-8th, has been designated as Religious Book Week. The National Association of Book Publishers and the public libraries are co-operating in this movement. The Troga Funeral Service, non-sectarian, desires to play its part in a campaign of such wide helpfulness."

Prize for Essay on Frost

THE American Library in Paris, of which W. Dawson Johnston is librarian, has offered a prize to students in the course in contemporary American poetry, in the University of Strasbourg, for the best essay on a subject selected by them. The subject selected by them is "The Poetry of Robert Frost."

Business Notes

SAN DIEGO, CALIF.—James H. Dougherty has moved to 1235 Fourth Street, where he has opened Dougherty's Catholic Book Store.

NEW YORK CITY—The Hidden Bookshop, 9 New Street, 74 Broadway, formerly a branch shop of The Sherwood Bookstore, is now conducted by Miss Rumani McManis, who was engaged as an Army Librarian during the war.

NEW YORK CITY—The Darbon-Ainé moved May 1 to 561 Madison Ave., between 55th and 56th Streets.

THE DALLES, ORE.—I. C. Nickelsen has sold his book business to E. F. Cramer and Albert L. Gates.

TERRE HAUTE, INDIANA. L. D. Smith has sold out his bookstore to Isaac Craft who continues it in the same location.

WAUKEGAN, ILL.—Allen & Co. have purchased the book and stationery business formerly owned by Frank H. Butler, at 137 North Genesee Street.

Personal Note

FRANK S. SMYTH, manager of the Wanamaker Book Store, New York, has resigned after fourteen years' service. His connection with the trade includes a similar period with the old firm of Leggat Brothers.

Rare Books, Autographs and Prints

THE current catalog of the Aldus Book Shop is devoted entirely to first editions of modern American and English authors.

The Royal Charter of Trinity Church granted by William III has been on public exhibition in the chantry during the recent celebration of Trinity's 225th anniversary.

An exhibition of first editions, presentation copies, autograph letters, manuscripts, portraits and other material concerning the poet Shelley, in commemoration of the one-hundredth anniversary of his death, are on view at the Grolier Club.

The Senefolder Club of London, which numbers some twenty-five English lithographers, among them C. H. Shannon, Frank Brangwyn, Augustus John and John Copley, will hold their first New York exhibition at the Brown-Robertson Galleries beginning May 17 and following the international exhibition of wood engraving.

Edgar H. Wells & Co., the new firm of rare book dealers at 41a East 47th Street, have issued their second catalog, containing author's manuscripts, first editions of modern American and English authors including Kipling and Stevenson, Cruikshankiana, colored plate books and a few items of early English literature.

The library of a "well known amateur" consisting of first editions of American and English authors, Cruikshankiana, a few items of rare Americana, and desirable miscellaneous books with some additions, and, also, engravings and framed prints and genealogical books in a separate alphabet, will be sold at the Anderson Galleries May 22 and 23.

Plans are already under way to celebrate the one-hundredth anniversary of the death of Goethe with appropriate dignity. The most important work to be undertaken in this country will be a series of studies published under the direction of the Modern Language Association with Professor Carl L. Schrieber of Yale as editor. He will have at his disposal the William A. Speck collection of Goetheana housed in the Yale Library, the official support of the Modern Language Association and the cooperation of many interested in the proper recognition of the anniversary.

Dr. George Watson Cole, librarian of the Henry E. Huntington library, has issued "Bibliography—A Forecast," contributed to the Papers of the Bibliographical Society of America, in separate form. The conclusion reached by Dr. Cole is that special attention in the future must be given to comparative bibliography in which every edition of a work, so far as possible, will be located and exact description of each copy given. The initial step is the preparation of check lists and the second is to secure the cooperation of every library owner so listed.

Stevenson first editions, from the rarest to the most common are still advancing in price in England. Three recent London booksellers catalogs listed the first edition of "New Arabian Nights"—one, an ex-library copy, at £75; a "clean copy" at £85; and "a remarkably fine copy" at £95. Evidently the £100 mark will be reached shortly. Many of the shaken and soiled copies are going thru the binderies and coming out gorgeously dressed in fine leather and rich with elaborate gold tooling for which a fancy price is asked. Discriminating collectors are still insisting on "original cloth" in "pristine condition" for which they are not over particular as to price.

Dayton C. Miller, of the Case School of Applied Science, Cleveland, Ohio has just privately printed a "List of Works Relating to the Flute, with annotations" in his collection. In addition to the items in this list his library contains several hundred works on music and accoustics in general and about 2,500 titles of musical compositions for the flute and the flute in combination with other instruments. He has also added portraits and autographs of flutists, flute makers' catalogs and miscellaneous newspaper clippings. He says "I hope one result of the issuance of this list will be to bring information which will enable me to secure other works on this subject which are now missing. When the list is more complete, if it proves of sufficient interest, it may be made more generally available."

Thomas F. Madigan in a foreword to one of his catalogs has this to say for the collecting of autographs of famous men and women: "Between the present and the past there exists no more intimate personal connection than an autograph. The hat that Napoleon wore depends upon documentary proof for the acceptance of its geniuineness. No man now living

saw him wear it. But an autograph is self proving. An autograph letter is the vital product of the hand, always of the mind of the writer. Men of fearless hearts, of splendid talents, of devoted action and incorruptable integrity, in days remote and long past, live and breathe again in the time stained sheets they handled and on which they inscribed their thoughts."

Among the framed autograph letters on exhibition recently in the attractive window of the Autograph Shop of Thomas F. Madigan was a war letter written by Washington at a very crucial moment. It was dated January 26, 1778, two days before the Battle of Monmouth. He was at that time manouvering for advantageous position in which to attack Gen. Clinton who was fleeing from Philadelphia heavily encumbered with baggage. The letter was written to Col. John Neilson whom he informs that he shall rely upon "to advise me constantly of the enemy's situation. It is essential for me to know where they encamp each night and the extent of their encampment, at what hour they march, the length of their line, their halting places, in fine every particular that may assist me in forming my plans. And he also instructs Col. Neilson that "if you find it impracticable to gain the enemy's front, as was intended, the next best thing is to fall on one of their flanks or rear as opportunity may offer and give all the annoyance in your power." Four scarce and unusual portraits of Washington are framed with this letter making an item for the library that any booklover might be proud to own. F. M. H.

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The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Adams, Adeline [Mrs. Adeline Valentine Pond]
The Amouretta landscape, and other stories. 248 p. D c. '22 N. Y., Houghton, Mifflin $2
Short stories about painters and sculptors, their assistants, models and families by the wife of a sculptor.

Adams, James G.
Review of the American forces in Germany. 442 p. front. (por.), pls., (part fold.), tabs. S '21 Brooklyn, N. Y., [Author], 1189 E. 24th St. $1.50

Allen, Hervey
The bride of Huitzil; an Aztec legend; [pr. by William Edwin Rudge; typography by Bruce Rogers; decorations by Bernhardt Wall]. 3+34 p. il. O '22 N. Y., James F. Drake, Inc., 4 W. 40th St. $4 [350 copies, autographed]

Alvarez, Walter Clement
The mechanics of the digestive tract. 12+192 p. (23 p. bibl.) il., diagrs. O '22 N. Y., Hoeber $3.50

Ayscough, John, pseud. [Francis Browning Drew Bickerstaffe-Drew]
Pages from the past. 244 p. D '22 N. Y., Longmans, Green $2.50
Autobiography of the English author from the Crimean war to the present day.

Bailey, Frederick Randolph and Miller, Adam Marion
Text-book of embryology; with 503 illustrations. 16+663 p. (bibl. ends of chaps.), il. O '21 N. Y., W. Wood $6

Ball, C. J.
The book of Job; a revised text and version; with preface by C. F. Burney. O '22 N. Y., Oxford Univ. Press $6

Barnum, Richard
Shaggo, the mighty buffalo [personal adventures of a buffalo on the Western plains]; il. by Walter S. Rogers. 128 p. il. D (Kneetime animal stories) c. '21 Newark, N. J., Barse & Hopkins 75 c.

Beck, L. Adams
The ninth vibration, and other stories. 313 p. D c. '22 N. Y., Dodd, Mead $2
Eight stories of India and China, which appeared originally in *The Atlantic Monthly*, *Asia*, and the *Japanese Grassho*.

Belloc, Hilaire, i. e., Joseph Hilaire Pierre
The Jews. 19+308 p. O ['22] N. Y., Houghton Mifflin $3
The thesis of the book; The Jews are an alien body within the society they inhabit—hence irritation and friction; the author's solution is in a friendly segregation, i. e., recognition on both sides of a separate Jewish nationality.

[Billiart, Marie Rose Julie]
The educational ideals of Blessed Julie Billiart, foundress of the Congregation of the Sisters of Notre Dame of Namur; by a member of her congregation; tr. from the French. 61 p. (1½ p. bibl.) D '22 N. Y., Longmans, Green pap. 75 c.

Bingham, Eugene C.
Fluidity and plasticity. 435 p. il. O (International chemical ser.) '22 N. Y., McGraw-Hill $4

Bolland, William Craddock
The general eyre; lectures delivered in the University of London at the request of the faculty of laws; with an introd. by Harold Dexter Hazeltine. 14+98 p. (bibl. footnotes) D '22 N. Y., Macmillan $2
The justices of the general eyre were concerned but little with the administration of justice, their primary task being the getting of money into the king's exchequer.

Bolton, Theodore
Early American portrait painters in miniature. 10+180 p. front., pors. O c. '21 N. Y., F. F. Sherman, 8 W. 47th St. $10.25 [300 copies]

Broster, D. K.
The yellow poppy [a romance of the treasure of Mirabel]. 439 p. O '22 N. Y., McBride $2
An historical romance of the last days of the French Revolution.

Almanach de Gotha; annuaire généalogique, diplomatique et statistique; 159e année. 24+1140 p. tabs. T '22 [N. Y., Lemcke & Buechner] $3

Bennett, Ray H., Lumber Company, Inc.
Bennett homes, better-built, ready-cut. 72 p. il. plans Q c. '22 North Tonawanda, N. Y., [Author] gratis

Browne, Rev. Henry
The Catholic evidence movement; its achievements and its hopes. 236 p. D '22 N. Y., Benziger $2

Cambridge (The) medieval history; planned by John B. Bury; ed. by H. M. Gwatkin and others; v. 3, Germany and the Western empire. 39+700 p. (bibl. 572-645, bibl. footnotes) chron. tab., maps, col. maps. O '22 N. Y., Macmillan $7

Child, Charles G.
Sterility and conception. 222 p. O (Gynecological and obstetrical monographs; 10 v.) [c. '22] N. Y., Appleton $40 set [subs. only]

Cleghorne, William Show Hamilton
Farm buildings and building construction in South Africa; a text-book for farmers, agricultural students, teachers, builders, etc.; with a foreword by F. B. Smith; 2nd ed.; 1st ed., '16; with diagrs., and six fold. pls. 24+349 p. front. (plan), fold. plans, fold. diagrs., il., tabs. Q '22 N. Y., Longmans, Green $8

Clemens, Samuel Langhorne [Mark Twain, pseud.]
The mysterious stranger and other stories. 323 p. front. D c. '22 N. Y., Harper $2
The Mysterious Stranger, a story of the supernatural, expresses Mark Twain's real philosophy of life; the other stories run the whole gamut of the author's humorous moods.

Coleman, Satis N.
Creative music for children; a plan of training based on the natural evolution of music, including the making and playing of instruments; dancing—singing—poetry; with 48 illustrations [introd. by G. Stanley Hall]. 16+220 p. front., pls. O c. '22 N. Y., Putnam $3.50
In her book Mrs. Coleman has embodied the idea that the development and therefore the training of the child in music should recapitulate that of the race.

Cresswell, Ernest J. J.
Sponges; their nature, history, modes of fishing, varieties, cultivation, etc. 7+126 p. front., il. D (Pitman's common commodities and industries) [n. d.] N. Y., Pitman $1

Crow, Carl
The travelers' handbook for China (including Hongkong); with 9 maps and plans and numerous il.; 3rd ed., rev. thruout. 5+314 p. front, il., col. fold. maps, col. fold. plans D [n. d.] N. Y., Dodd, Mead $4

Cunningham, Joseph Thomas
Hormones and heredity; a discussion of the evolution of adaptations and the evolution of species. 20+246 p. (bibl. footnotes) col. pls., diagrs. O ['21] N. Y., Macmillan $6

Edgar, William C.
Rhymes of a doggerel bard; as they appeared in the Northwestern Miller, the Bellman, and elsewhere. 7+116 p. S '21 Minneapolis, Minn., The Miller Pub. Co. $2

Edwards, Harry Stillwell
Eneas Africanus, defendant. 3+40 p. S '21 Macon, Ga., The J. W. Burke Co., 406 Cherry St. pap. 50 c.; bds. 75 c.; ooze $2.50

Ehrenfest, Hugo
Birth injuries of the child. 221 p. O (Gynecological and obstetrical monographs; 10 v.) [c. '22] N. Y., Appleton $40 set [subs. only]

Firth, Violet M.
The machinery of the mind. 98 p. D c. '22 N. Y., Dodd, Mead $1.25
Aims at the planting of certain fundamental concepts in untrained minds as a basis for the study of the problems of every-day life.

Fitzroy, Sir Almeric William
Henry Duke of Grafton; 1663-1690; Vice-Admiral of England and Lieutenant of the admiralty, navies and seas of England, master of the Trinity House, Colonel of the 1st regiment of foot guards. 10+97 p. front. (por.), pls. O '22 N. R., Holt $2

Fosdick, Raymond Blaine, and others
Criminal justice in Cleveland; reports of the Cleveland foundation survey of the administration of criminal justice in Cleveland, Ohio; dir. and ed. by Roscoe Pound and Felix Frankfurter. 27+729 p. (6½ p. bibl.) front., pls., il., tabs., diagrs., facsm. O [c. '22] Cleveland, O., The Cleveland Foundation $3.75

Fowler, Nathaniel Clark, jr.
1000 things worth knowing; rev. ed. 205+13 p. tabs. D [c. '13-c. '22] N. Y., Sully $1.25

Frank, Robert T.
Gynecological and obstetrical pathology. 536 p. O (Gynecological and obstetrical monographs; 10 v.) [c. '21] N. Y., Appleton $40 set [subs. only]

Frazer, Perry D.
Amateur rodmaking; illustrated. 220 p. il., diagrs. D c. '14-'22 N. Y., Macmillan $1
This book was published in 1914 by the Outing Pub. Co.

Fuess, Claude Moore and Stearns, Harold Crawford, comps.
The little book of society verse. 23+355 p. S c. '22 Bost., Houghton Mifflin $1.75

Goldberger, Henry Harold
Advanced English for coming citizens. 230 p. pl., il. D c. '21 N. Y., Scribner $1

DeLancey, Caroline
A desk book on correct social correspondence and the etiquette of social stationery. 150 p. forms T [c. '22] N. Y., Eaton, Crane and Pike Co. 225 5th Ave. bds. apply

Emch, Arnold
Mathematical models. 8 p. O '21 Urbana, Ill., Univ. of Ill. pap. 15 c.

Grimm, Albert Friedrich Wilhelm, [Alfred Ira, pseud.]
Unter uns; intime episoden und anecdoten aus dem leben und wirken der klerikalen. 198 p. D c. '21 Antigo, Wis., Antigo Pub. Co. $1.50

Grey, Zane

Wildfire. 320 p. front., plss. D (Popular copyrights) [c. '16] N. Y., Grosset & Dunlap 75 c.

Goodspeed, Thomas Wakefield

The University of Chicago biographical sketches; v. 1. 9+393 p. front. (por.), pls. O Chic., Univ. of Chicago Press. $3

Biographies of American business men, written in remembrance of the benefactors of the University of Chicago.

Groner, Augusta and Colbron, Grace Isabel, tr.

The lady in blue; a Joseph Muller story. 304 p. D c. '22 N. Y., Duffield $1.75

A detective story by the author of "Joe Muller, Detective." Here Muller meets with a new situation of mystery and crime and solves it in a surprising way.

Gwynn, Stephen Lucius

Garden Wisdom; or, from one generation to another; with a front. by Grace Henry [philosophical essays]. 7+149 p. front. D '22 N. Y., Macmillan $2.25

Hall, Granville Stanley

Senescence; the last half of life [introd. by the author]. 26+517 p. (bibl. footnotes) O c. 22 N. Y., Appleton $5

The problem of age presented from every conceivable viewpoint; this book forms a complete answer to the question, "What is it to grow old?"

Hamilton, W. H.

John Masefield; a critical study. 151 p. (2½ p. bibl.) D ['22] N. Y., Macmillan $1.75

Hammond, Edward K.

Production milling; a treatise dealing with the methods employed in progressive American machine shops for obtaining quantity production on various types of milling machines. 8+278 p. il., diagrs. O '21 N. Y., Industrial Press. $3

Hapai, Charlotte

Legends of the Wailuku, as told by old Hawaiians and done into the English tongue [by the author]; il. by Will Herwig. 54 p. front., il. D c. '20-c. '21 Honolulu, Hawaiian Islands, The Charles R. Frazier Co. $1.75

Hawkes, Clarence

Pep; the story of a brave dog. 125 p. front., il. D (Bradley quality books) [c. '22] Springfield, Mass., Milton Bradley Co. $1

Hawley, Mabel C.

Four little Blossoms through the holidays; il. by Robert Gaston Herbert. 186 p. front. (col.) D [c. '22] N. Y., Sully 75 c.

A tale for younger children.

Hayes, Nancy M.

The book of games. 144 p. il., pls. Q (First books for little people) '21 N. Y., Sully $1.50

Hayward, William R., and Price, Isaac

Progressive problems in bookkeeping and accountancy. 8+149 p. D c. '22 N. Y., Macmillan 80 c.

Holmes, Edmond Gore Alexander

Give me the young. 5+148 p. (bibl. footnotes) D ['22]. N. Y., Dutton $2

Partial contents: Compulsory idealism—its failure in Germany; Compulsory idealism—its failure in Christendom; the cult of individuality; Religious training; Social reconstruction.

Homebuilder's plan book; a collection of architectural designs for small houses submitted in competition by architects and architectural draftsmen in connection with the 1921 Own Your Home Expositions, New York and Chicago. 84 p. il., plans Q c. '21 N. Y., Architects' Supply and Pub. Co. $2

How to make things electrical; tells how to make all sorts of electrical appliances for pleasure or profit, written in plain English so anyone may understand it; it is divided into five main sections entitled: simple electrical things for the home; new applications of electricity; kinks for the practical electrician; useful electrical devices; electrical ideas for radio enthusiasts. 12+427 p. il., diagrs., tabs. D [c. '22] N. Y., U. P. C. Bk. Co. $2.50

Hunter, Merlin Harold

Outlines of public finance. 18+533 p. (bibl. ends of chaps.) tabs., diagrs. O c. '21 N. Y., Harper $3

Jones, Rufus Matthew

The remnant. 163 p. D (The Christian revolution series; v. 8) ['22] N. Y. Doran $2

A study of "remnants" in the history of the Church, e. g., the Montanists, the Franciscans, the Quakers; first pub. 1920.

Hertzog, Walter Scott

State maintenaance for teachers in training. 3+146 p. (2 p. bibl.) tabs. diagrs. D c. '21 Balt., Warwick & York $1.60

Illinois University

Questions set at the examinations of candidates for the certified public accountant of Illinois, 1903-1918. No paging O '21 Urbana, Ill., Univ. of Ill. $1.25

Institute of International Education

Guide book for foreign students in the U. S. 97 p. (1 p. bibl.) fold. tab. fold. map O '21 N. Y., The Institute of International Education, 419 W. 119th St.

Kent, Ronald Wilson

Elementary lessons in d. c. instruments and batteries. 125 p. il. pors. diagrs. O c. '21 Minneapolis, Minn., Press of the Dunwoody Institute pap. $1

Kinsman, Delos Oscar

Essentials of civics; [3rd ed., rev.] 319 p. (bibl.) il. D c. '21 Appleton, Wis., The College Press bds. $1.15

Koo, Nee Sun

An investigation of the one-hinged steel arch and its comparison with other types. 17 p. diagrs. Q c. '21 Ithaca, N. Y., Cornell Civil Engineer Magazine pap. gratis

Kelland, Clarence Budington

Catty Atkins—sailorman. 229 p. front., il. D [c. '22] N. Y., Harper $1.60

Catty Atkins and Wee-wee Moore on the sea in quest of a new kind of buried treasure.

Knox, Dudley W.

The eclipse of American sea power. 10+140 p. fold. map, col. fold. map, tabs. D [c. '22] N. Y., Am. Army and Navy Journal, Inc. $1.50

Capt. Knox presents his version of the Conference from the American point of view, relating facts not given publicity at the time.

Kosmak, George W.

Toxemias of pregnancy. 232 p. O (Gynecological and obstetrical monographs; 10 v.) [c. '22] N. Y., Appleton $40 set [subs. only]

Lamborn, Edmund A. Greening

Expression in speech and writing. 120 p. O '22 N. Y., Oxford Univ. Press $1.50

Lee, Jennette Barbour Perry [Mrs. Gerald Stanley Lee]

Uncle Bijah's ghost. 187 p. D c. '22 N. Y., Scribner $1.50

Lynch, Frank W.

Pelvic neoplasms. 432 p. il. O (Gynecological and obstetrical monographs; 10 v.) [c. '22] N. Y., Appleteon $40 set [subs. only]

McCollum, Emer Verner

The newer knowedge of nutrition; the use of food for the preservattion of vitality and health; 2nd ed., entirely rewritten. 18+449 p. (bibl. ends of chs.) tabs., il., pls., chartss O c. '18-c. '22 N. Y., Macmillan $3.80

McKay, Claude

Harlem shadows [verse]; with an introd. by Max Eastman. 21+95 p. D [c. '22] N. Y., Harcourt, Brace $1.35

A significant expression in poetry by a pure blooded Jamaican Negro.

Marquand, J. P.

The unspeakable gentleman. 265 p. front. D c. '22 N. Y., Scribner $1.75

A romance of action arising from a plot against Napoleon; a succession of thrilling incidents, in the course of which there develops the character of the Unspeakable Gentleman.

Metternich, Princess Pauline

The days that are no more; some reminiscences. 191 p. front. (por.), pls. O ['22] N. Y., Dutton $5

Princess Metternich, the granddaughter of the great Austrian diplomat, Metternich, was for many years one of the best hated and best loved women at the splendid court of Napoleon 3rd.

Miller, Kenneth D.

The Czecho-Slovaks in America; with an introduction by Charles Hatch Sears. 8+192 p. front. (map), tabs. D (Racial studies; new Americans)) [c. '22] N. Y., Doran $1

The aspirations, ideals and religious heritage of the Czecho-Slovaks; the conditions under which they are developing economically, socially and religiously.

Miller, Warren Hastings

The black panther of the Navaho [juvenile] 251 p. front. D '21 N. Y., Appleton $1.75

Mitra, S. M.

Peace in India; how to attain it. 13+25 p. D '22 N. Y., Longmans, Green pap. 36 c.

Partial contents: British press on the peril in India; Constructive policy; Trial of Europeans; The Amritsar tragedy.

Moore, Elwood S.

Coal; its properties, analysis, classification, geology, extraction, uses and distribution. 5+462 p. il. O '22 N. Y., Wiley $5

Mountsier, Robert

Our eleven billion dollars; Europe's debt to the U. S. 149 p. tabs., tab. (fold.) D c. '22 N. Y, Seltzer $1.50

Partial contents: Europe's paper, America's gold; German reparations and preparations; The first international bank—an American plan for restoring Europe; Wanted: A world economic conference in Washington.

Noyes, Alfred

Watchers of the sky. 11+281 p. O (The torch-bearers) [c. '22] N. Y., Stokes $2.50

First of a trilogy of poems of the torch-bearers of science, beginning with Copernicus.

Patrick, Diana

Barbara Justice, a novel. 329 p. D [c. '22] N. Y., Dutton $2

On a background of outdoor beauty is drawn the life of a very modern girl, who passes from one experience to another until she finds love and marriage.

Loomis, William Warner

Newspaper law; a digest of court decisions on commercial and legal advertising, subscriptions, contracts, official papers, libel, lotteries, contempt and copyright, classified and indexed for quick reference. 112 p. D c. '21 La Grange, Ill., The Citizen Pub. Co. $1.50

Mackey, Albert Gallatin, [1807-1881]

Mackey's symbolism of freemasonry; its science, philosophy, legends, myths and symbols, rev. by Robert Ingham Clegg; [in 7 vols.] 14+369 p. front. (por.) il. O c. '21 Chic., The Masonic History Co., 225 N. Michcigan St. $56

Marshall, Wilbur L.

Outlines in physiology, for use in the eighth grade and in review classes in high school and county normals. 7+65 p. D .c. '21 Hillsdale, School Supply & Pub. Co. pap. 25 c.

Newcomb, Rexford

The volute in architecture and architectural decoration. 85 p. il. pls. O (Engineering experiment station, Bull. 121) '21 Urbana, Ill., Univ. of Ill. pap. 45 c.

Nicholls, Charles D.

How to conduct saxophone bands. 14 p. il. O c. '22 Libertyville, Ill., The Nicholls Band Circuit pap. 50 c.

Pendexter, Hugh

A Virginia scout; front. by D. C. Hutchison. 353 p. front. D [c. '20-'22] Indianapolis, Ind., Bobbs-Merrill $1.75

A tale of the early days of American history; of Indian fights, of the ties of love and blood prevailing in the midst of forays, stratagems and escapes.

Pink, Arthur W.

Why four Gospels? 184 p. S c. '21 Swengel, Pa., Bible Truth Depot pap. 50 c. $1

Pixley, Francis W., ed.

The accountant's dictionary; a comprehensive encyclopædia and direction on all matters connected with the work of an accountant; il. with the necessary forms and documents; with contributions by eminent authorities on accountancy and accountancy matters; in 2 v.; v. 2. 407—988 p. O ['22] N. Y., Pitman $17.50

Platt, Charles

The psychology of social life; a materialistic study with an idealistic conclusion. 284 p. (bibl. footnotes) O c. '22 N. Y., Dodd, Mead $2.50

Postgate, R. W.

Revolution from 1789 to 1906 [historical documents and speeches of the French Revolution; also a discussion of all revolutions]. 400 p. O '21 Bost., Houghton Mifflin $4.50

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Rhodes, Eugene Manlove

Copper streak trail. 318 p. D c. '17-c. '22 Bost., Houghton Mifflin $1.75

The author, a cowboy himself for 25 years, gives in this novel, the spirit and breeziness of the West.

Richman, Arthur

Ambush. 155 p. O c. '22 N. Y., Duffield $1.50

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Riley, James Whitcomb

Riley songs of summer; il. by Will Vawter. 17+187 p. front., il., pls. D [c. '22] Indianapoliis, Ind.. Bobbs-Merrill $2

Robertson, D. H.

Money; with an introd. by J. M. Keynes. 12+182 p. (bibl. footnotes) tabs. D (The Cambridge economic handbooks) [c. '22] N. Y., Harcourt, Brace $1.25

This series is intended to convey to the ordinary reader some conception of the general principles of thought which economists now apply to economic problems; Ch. 1, The merits and drawbacks of money; Ch. 4, Bank money and the price-level; Ch. 5, The war and the price-level; Ch. 7, The foreign exchanges; Ch. 8, Monetary policy.

Schroeder, Seaton

A half century of naval service. 9+443 p. front. (por), pls. O c. '22 N. Y., Appleton $4

An autobiography of Rear-Admiral Schroeder, from Annapolis to his retirement as Commander-in-Chief of the Atlantic fleet in 1911.

Seers, A. Waddingham

The earth and its life. 207 p. il. D '22 N. Y., World Bk. Co. $1.20

The book covers the history of the earth from the earliest days to the dawn of civilization, and forms a useful introduction to biology and anthropology.

Shears, Lambert Armour

The influence of Walter Scott on the novels of Theodor Fontane. 16+82 p. (4½ p. bibl., bibl. footnotes) O c. '22 N. Y., Lemcke and Buechner $1.50

Shotwell, James T.

An introduction to the history of history; records of civilization: Sources and Studies. 12+339 p. (bibl. footnotes) front. O c. '22 N. Y., Lemcke and Buechner $4

Partial contents; Prehistory; Jewish history; Greek history; Roman history; Christianity and history; Mediaeval and modern history.

Smith, Clarence C.

The expert typist. 13+274 p. (bibl. at ends of chaps.) facsms., il., charts, diagrs. D c. '22 N. Y., Macmillan $1.80

Starling, Sydney George

Electricity; with 127 illustrations. 8+245 p. front. (diagr.), pls., diagrs., charts O (Science in the service of man) '22 N. Y., Longmans, Green $3.50

Partial contents: The electric motor; Alternating currents; The electric telegraph; Electromagnetic theory and wireless telegraphy; Gases and x-rays; Radioactivity.

Stekel, Dr. William

Bi-sexual love; the homosexual neurosis; authorized tr. by James S. Van Teslaar, M.D.; for sale only to members of the medical profession. 359 p. O [c. '22] Bost., Badger $6

Red Cross; U. S., American National

Teachers' handbook of first aid instruction; a handbook designed to assist teachers in adapting first aid instruction to groups of girls and boys of junior and senior high school age. 13+54 p. S c. '22 Phil., Blakiston pap. 25 c.

Sears, Franklin Warren

Correspondence course; the psychology of use; or, the extravagance of economy. 15+118 p. D (The books without an "if") c. '21 N. Y., Centre Pub. Co., 110 W. 34th St. $10

Seattle, Wash. Board of Education

The course of study in terms of children's activities for the kindergarten and primary grades. 83 p. (5 p. bibl.) O '21 Seattle, Wash., Seattle Bd. of Educ. gratis

Surgranes, Eugene Joseph

Golden jubilee souvenir, 1870-1920; an il. compendium of the life of the Venerable Anthony M. Claret, archbishop and founder of the Missionary sons of the Immaculate heart of Mary. 110 p. il. pors. facsms. D [c. '21] San Antonio, Tex., Lodovic Pr. Co. 50 c.

Stillman, Mildred Whitney
Wood notes [verse]. 99 p. D c. '22 N. Y., Duffield pap. $1.25

Stocking, Charles Francis
Thou Israel. 220 p. front. (col.) O c. '21 Chic., The Maestro Co., Monadnock Block $2.50; leath. $3.50; de luxe $4
A novel of present-day conditions, with a spiritual theme in a Syrian, Egyptian and New World setting.

Stoddard, Theodore Lothrop
The revolt against civilization; the menace of the under man. 268 p. (bibl. footnotes) O c. '22 N. Y., Scribner $2.50
The thesis of this book is the problem of social revolution.

Streeter, Bertha
Home making simplified; a book for the bride a well as for the experienced housekeeper who is still confronted with unsolved problems. 243 p. O c. '22 N. Y., Harper $1.50

Sullivan, Mark
The great adventure at Washington; the story of the Conference; il. by Joseph Cummings Chase. 11+290 p. (bibl. footnotes) front. (col. por). col. pls. c. '22 N. Y., Doubleday, Page $2.50

Sutherland, Halliday G.
Birth control; a statement of Christian doctrine against the neo-Malthusians. 10+160 p. (4 p. bibl.) tabs. D '22 N. Y., P. J. Kenedy $1.75
In this work the Neo-Malthusian teaching on birth control is refuted; there is also a full statement of the teaching of the Catholic Church on this subject.

Thévenaz, Paul; a record of his life and art, together with an essay on style by the artist; and including 107 reproductions of his drawings, paintings and decorative work; in halftone and color. no paging pls. (in col.), il. N. Y., Wash. Sq. Bookshop, 27 W. 8th St. Subsc. $12 [priv. pr., lim., ed. de luxe]

Thomson,, Edith
Afterglow. 273 p. D [c. '22] N. Y., Dutton $2
The author's first novel; the story of a woman who runs the risk of marriage with a man many years her junior.

Thomson, John Arthur
The haunts of life. 15+272 p. front., il., pls. O [c. '22] N. Y., Harcourt, Brace $2.50
In this book of modern scientific research Professor Thomson gives us "not a dry record but a mirror of the orderly pageant of life." Ch. 1, The school of the shore; Ch. 2, The open sea; Ch. 3, The great deeps; Ch. 4, The fresh waters; Ch. 5, The conquest of the dry land; Ch. 6, The mastery of the air.

Tipper, Harry
Human factors in industry; a study of group organizattion. 5+280 p. charts D c. '22 N. Y., Ronald Press $2

Verrill, Alpheus Hyatt
Radio for amateurs; how to use, make and install wireless telephone and telegraph instruments. 17+228 p. il. (pls.) D c. '22 N. Y., Dodd, Mead $2

Walker, E. M.
Bunny's House [a novel with a religious theme]. 270 p. O c. '22 N. Y., Benziger Bros. $2

Watts, Ralph Levi
Vegetable growing projects. 23+318 p. front. (map), il., tabs. D (Macmillan agricultural series) c. '22 N. Y., Macmillan $1.80

Wells, Herbert George
The secret places of the heart. 287 p. D c. '21-c. '22 N. Y., Macmillan $1.75
A modern psychiatrist is presented as one of the chief figures of the novel, but a young American heroine proves as adept as this specialist in diagnosing a mystifying heart ailment.

Wheeler, Janet D.
Billie Bradley at Twin Lakes; or, jolly schoolgirls afloat and ashore; il. by Walter S. Rogers. 4+204 p. front. D (Billie Bradley ser.) [c. '22] N. Y., Sully 75 c.
A tale of outdoor adventure, in which Billie and her chums have a great variety of adventures.

Whittington, A. E.
The knight's promise; a story of the knights of the blessed sacrament; il. by Gordon Browne. 16+241 p. front., il. D ['22] N. Y., P. J. Kenedy $1.75

Wundt, Wilhelm Max
Elements of folk psychology; outlines of a psychological history of the development of mankind; authorized tr. by Edward Leroy Schaub; first pub. 1916, rev. ed. 1921. 23+532 p. diagrs. O ['21] N. Y., Macmillan $4.50
A college text-book; the author studies the phenomena synchronously, exhibiting their common conditions and their reciprocal relations; Ch. 1, Primitive man; Ch. 2, The totemic age; Ch. 3, The age of heroes and gods; Ch. 4, The development to humanity.

Townsend, Mary Evelyn
The Baltic states. 30 p. O (International relations club) '21 N. Y., The Institute of International Education, 419 W. 119th St. 25 c.

U. S. Congress. Senate. Committee on Civil Service
Reclassification of civil service employees report [to accompany H. R. 8928]. 24 p. tabs. O (67 Congress, 2nd session. Senate, report, 486) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc.

Van Dyke, Greswold
Shop handbook on alloy steels; a technical subject treated in a non-technical way. 95 p. il. tabs. diagrs. nar. D [c. '21] Chic., Joseph T. Ryerson & Son pap. gratis

Van Maanen, Adriaan
Investigations on proper motion; 4th paper. Internal motion in the spiral nebula Messier 51; 5th paper: Internal motion in the spiral nebula Messier 81; reprinted from the Astrophysical journal, v. 54, 1921. 10 p. tabs. pls. O (Contributions from the Mount Wilson observatory, nos. 213 and 214) Wash., D. C., Carnegie Institution of Washington pap.

Wait, William
Wait's practice at law, in equity and in particular actions and proceedings in all the courts of record of the state of New York; with appropriate forms; 3rd ed., rev. and entirely rewritten to conform with the Civil practice and allied statutes, by Oscar Leroy Warren; [to be pub. in 8 v.] v. 1. 1000 p. O '22 N. Y., Baker, Voorhis ea. $7.50

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Roger Williams, by Oscar Straus, pub. by Century Company.

Academy Book Shop, 57 E. 59th St., New York City

Clark, B., From Tent to Palace.
Cromer, J. H., Jephtha's Daughter.
Harland, H., A Latin Quarter Courtship.
Harris, Frank, Unpathed Waters.
Hobbs, R. R., The Court of Pilate.
Johnson, G., Raphael of the Olive.
Lowenberg, I., The Irresistible Current.
Landis, C. K., Corabayal the Jew.
Morris, J. W., The Old Trail.
Stephenson, C. B., The Hand of God.
Whistler, C. W., For King or Empress
Younge, C. M., The Patriots of Palestine.

Aldine Book Co., 436—4th Ave., Brooklyn, N. Y.

History of Oregon, Lyman, 4 vols., several copies.
History of Montana, 1885, several copies.
Pennsylvania German, (Monthly), vols. 1 to 6, any odd nos. or vols. wanted. Can use several copies.

Aldus Book Co., 89 Lexington Ave., New York City

Crane, Stephen, The Open Boat, N. Y., 1898.
Saltus, Edgar, All Firsts.
Dreiser, Sister Carrie, N. Y., 1900.
Bullen, Cruise of the Cachalot, London, 1898.
Clemens, Jumping Frog, 1867.
Clemens. A True Story, Boston, 1877.
Poole, His Family, first ed.
Drinkwater, All English firsts.
Hardy, Romantic Adventure of a Milkmaid, 1884.
Kipling, The Dipsy Chanty, Roycroft Press, 1898.
Kipling, Out of India, N. Y., 1895.
London, Cruise of the Dazzler, Century, 1902.
Machen, The Impostors, London, 1895.
Meredith, Evan Harrington, N. Y., 1860.
Riley, Presentation Copies.
Bigelow, Henry Jacob, Fragments of Medical Science and Art, about 1846.

Alexander Hamilton Bookshop, 22½ Hamilton St., Patterson, N. J.

Wadsworth, Genealogy.
Mark of the Beast.
Life Aaron Burr, Parton.
Orpheus, His Lute.
Morals Versus Dogma, Pike.
Conjurors House.

Alexander Hamilton Bookshop—Continued

Parnassus On Wheels, first ed.
Whistler Items.
Alexander Hamilton Items.
Children of the Dead End, any edition.

"Allan," care Publishers' Weekly

American Catalogue of Books, 1895-1900, state binding and condition.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Modern Substitute for Christianity, P. McAdam Muir, pub. by Doran.
The Parables, J. R. Graves.
A complete set in thirteen volumes Interpretation of the English Bible, by Carroll.

American Baptist Publication Society, 514 N. Grand Ave., St. Louis, Mo.

A Word of Cheer, Muller.
Why I am a Christian, Dixon.

W. H. Andre, 607 Kittredge Bldg., Denver, Colo.

Booklover's Shakespeare.

Frank H. Baer, 2865 Southington Road, Cleveland, Ohio

The Art Journal, London, April and May, 1887.
Dunlap's History of the Arts of Design, Illustrated edition, Boston, 1918, second-hand copy.
La Liberté, Paris, Dec. 21, 1869.
Early Home-made Valentines.
Chap books, published by W. Kemmish or T. Sabine, London.
Daguerreotypes or Talbot-types, no ordinary portraits.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

Origin of Letters, any Numerals, etc., by Phineaas Nordell, pub. in Phila.
Thomas Paine's Works, 10 vols.
Life of Aaron Burr, by Davis.
Diary of Aaron Burr, 2 vols.
Cory's Birds of No. East Am.

Behymer's Book Shop, 1204 Olive St., St. Louis, Mo.

Spurgeon, The Treasury of David, 7 vols.
Marsham Adams, Any of his works.

C. P. Bensinger Cable Code Book Co., 15 Whitehall St., New York City

Universal Lumber, A B C 5th Improved.
Meyer's Cotton 39th, Samper's Code.
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Any American-Foreign Language Code.

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Lambert, Tactics of Infidels.

Bibliophile, 1350 College Ave., New York City
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Hearn, Diary of an Impressionist.
Marbury, Favorite Flies.
Robie, Art of Love.
Saltus, Imperial Purple.
Walker, Beauty in Women.

Arthur F. Bird, 22 Bedford St., Strand, London, W. C. 2, England
American Journal of Botany, vols. 1-5 inclusive.

The Bookfellows, 4917 Blackstone Ave., Chicago, Ill.
Anything by Kate Chopin.

The Book Shop, 112 Garfield Pl. W., Cincinnati, O.
Boccaccio de Certaldo, Decameron, Ltd. ed.
Blake, Book of Job.
Hood, Thos., An Unfinished Novel.

The Book Shop, 219 No. Second St., Harrisburg, Pa.
Grain of Dust, David Graham Philips.

The Book Shop of the Glass Block Store, Duluth, Minn.
The Story of the Return of Peter Grimm, by Belasco, (not the play).
Pioneering Where the World Is Old, Tisdale.
Old Gorgan Graham, Lorimer.

Boyveau & Chevillet, 22, rue de la Banque, Paris, France
Nicholson, Treatise of Files and Rasps.

Brentano's, Fifth Ave. and 27th St., New York City
Callahan, Famous Frontiersmen, Pioneers and Scouts.
Arthur Machen, The White People.
Arthur Machen, Great God Pan.
Arthur Machen, Hill of Dreams.
Mrs. Eden, Garden in Venice.
Conway, Foot Prints of Famous Americans in Paris.
Works of Charles Dickens, Victoria edition.
Wiegel, Ahknaton.
Viele, The Last of the Knickerbockers.
Henry James, Wings of the Dove.
Irving, W., Salmagundi, Hudson edition.
Carpenter, Edward, Chants of Labor, Fisher, Unwin edn.
Chronicle of Friendship, W. H. Low.
Renasence, Edna Millay.
Second April, Edna Millay.
A Few Figs, Edna Millay.
Disputed Handwriting, Jerome P. Lavay.
Arms of Forgery, Daniel T. Ames.
Bibliotics, P. Frazer.
Questioned Documents, Albert S. Osborn.
Professional Criminals of America, Thos. Byrnes.
Teachers Concordance, Aaron Spottiswood.
Among English Inns, Tezier.
M. Pemberton, Iron Pirate, Donohue.
Joyous Gard, Benson.
Babcock Genealogy, compiled by Stephen Babcock.
Anatomy of Negations, Edgar Saltus.
Dr. Edw. Maetzner's English Grammar.
Co-operation at Home and Abroad, C. R. Fay.
Exercises in Education and Medicine, R. T. McKenzie.
The Natural Law, Chas. Collins, 2 copies.
The Man Who Understood Women, Limited edition, Leonard Merrick.
The Thirteenth District, Brand Whitlock.
History of the University of Oyford, Maxwell Lyle.
Mediaeval Schools and Universities.
Cambridge Contributions to History, H. W. Woodward.
The Seven Liberal Arts, Paul Abelson.
Heliogabalis, Mencken L. Nathan.
The Epidemics of the Middle Ages, Julius Hecker.
The Problem of Asia, A. T. Mahan.
The Sayings of Rama Krishma, trans. Swami Abhedamanda.
One Hundred Country Houses, Embury.

Brentano's—Continued
Treasure Seekers.
Max and Maurice.
Logan—Part Taken by Women in American History, Perry Nalle Pub. Co.
Heather Moon, Williamson.
Law and Authority.
In Russian and French Prisons.
Modern Science and Anarchism.
The State, Its Historical Role.
Satge Son of Satan, by Burroughs.

The Brick Row Book Shop, Inc., 19 East 47th St., New York City
Teasdale, Sara, Sonnets to Duse.
Middleton, Richard, The Ghost Ship.
Comic History of England, inexpensive.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.
Household Accounts by Taylor.
Stories of the Russian Ballet, by Arthur Applin.

Bröckmann's, Charlotte, North Carolina,
Pharaohs of the Bondage and the Exodus, by C. Roberson, Century Company.
Pettison Twins, M. Hill, Doubleday, Page Co.
Autobiography Benevenuto Cellini, Everymans Library edition.
Life of Barnum, Saalfield Publishing Co.
Phallicism, C. Howard.
Miller Book on Plastering, published in England.

Brooklyn Museum Library, Eastern Parkway and Washington Ave., Brooklyn, N. Y.
Amer. Inst. of Architects, Journal, 1918, Nov. and Dec., t. p. and index; 1920, entire vol.; 1921, nos. 1-4, t. p. and index.

Frank C. Brown, 44 Bromfield St., Boston, Mass.
The Pathway to Knowledge, Robert Record, London, 1551.
Castle of Knowledge, Robert Record, London, 1556.

Burrows Bros. Co., 633 Euclid Ave., Cleveland, O.
Buzzacott's Masterpiece, by Buzzacott.
Art of Worldly Wisdom, Davis.
Memories of Socrates.

Fanny Butcher—Books, 75 East Adams St., Chicago, Ill.
A. P. Russell, Club on One, Houghton Mifflin.
Fitch, Comfort Found in Good Books, Paul Elder & Co.
Michigan in the Civil War.
Johnson's Dictionary.
Wilde, Oscar, Plays, Cosmopolitan Library, Nichols.
Lorenz, Mediterranean Traveler, Revell.
Defoe, First edition Robinson Crusoe.
Georgia Scenes.
Helper, Impending Crisis.

Cadmus Book Shop, 312 W. 34th St., New York City
Memoirs of Fezensac, Aide-de-Camp to Marshal Ney, in English.

Campion & Co., 1313 Walnut St., Philadelphia, Pa.
Uncle Tom's Cabin, Stowe, first edition, illustrated by Geo. Cruikshank, London, 1852.
Curtius Greece, 5 vols.
Stray Studies from England and Italy, by Greene.

Carnegie Library of Atlanta, Atlanta, Georgia
Modern Russia, by Alexinsky.

Carnegie Free Library, Duquesne, Pa.
Kirby. World by the Fireside.
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Darwin, What Mr. Darwin Saw.

Gerard Carter, 12 So. Broadway, St. Louis, Mo.
Science and Health. Third ed. in 2 vols.
Atkey, Mrs., My Change of Mind, 12 copies.

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Musical America, 1920, no. 1.
Industrial Management, June 15, 1920.
Gibbon's Rome, vol. 1, 12mo, Harper or Coa.
Library of Wit and Humor, vol. 2, Gebbie.
History of U. S., vol. 3, black cl., Collier.
Davis, Handbk. of Chem. Engineering, 2 vols.
Lowndes, Chink in the Armour.
English Catalogue, 1901 to date, (5 year V.)
Sylvester, Eng. and Am. Literature, vol. 1.
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Hamill, Lincoln, Faithful Son, Address, June 1, 1865.
Amer. Hist. Assn. Ann. Repts., 1889, 1891, 1915.
Dumas, Cbmplete Works, L. P., 45 vols.
Rupp, Hist. of Berks and Lebanon County, Pa.
Audubon, Western Journal.
Robie, Rational Sex Ethics, 2 vols., 1919.
Tullidge, Hist. of Salt Lake City.
Poor, First Inter. Railway.
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Old Guard (N. Y.) ed. by Burr, vols. 1, 2, 5, no. 7; vol. 7 to end.
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Fry's Guide to London.
Aiken, Bouddhisme and Christianity, Boston, 1901.

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Poet Lore, Index to vol. 9; also vol. 22, No. 2.,
Pennypacker, Historical and Biographical Sketches.
Pinkerton, William John, his Personal Record, Stories of Railroad Life, Kansas City, Mo., 1904.
Rashdall, Hastings, Ethics, "The People's Books" series.
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Leas', Superstition, and Force, 4th ed., Phil., 1892.
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God's Light As It Came To Me.
Grolier Club, Notable Printers of Italy during the 15th Century, 1910; Rubaiyat, 1885; Aldus in His Printing Establishment, 1891; Classified List of Early American Bookplates, 1894.
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Waliszewski, Catherine II of Russia, Appleton, 1894.

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International Journal of Ethics, vol. 9 No. 1.

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Life of Mary Baker Eddy, Milmine.

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Emerton, Desiderins Erasmus of Rotterdam, Putnam, 1899.

Franklin Bookshop, 920 Walnut St., Philadelphia, Pa.

Rafinesque, Any orig. publications, 1808-40.
Bent, Diving Birds and Gulls and Terns.
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Long, Amer, Wild Fowl Shooting, N. Y. 1879.
Rush, B., Collected Works, 5 vols., 1794-98.
Laennec, Diseases of Chest, early ed.
Ball, Hist. of Vesalius, St. Louis, 1910.
Wolle, Diatomaceae; Desmids; Algae, 4 vols.
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Dame & Brooks, Trees of New England.
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Hodges, Guide to Bible.
Kip's Bay Farm, N. Y., Abstract of title, 1894.
Krasowski, M., Life and Letters of Chopin.
Lamb, Poetry of Children.
Lovett, Printed English Bible.
Morrell, Capt., Four Voyages to South Sea, 1832.
Olcott, Henry, Memoirs Mme. Blavatsky; Other World.
Petrie, W. Flinders, Revolutions of Civilization.
Prot. Episcopal Ch. U. S., Gen. Convention, 1898.
Quo Vadis, limited ed.
Rockwell, F. F., Home Vegetable Gardening, 1911.
Sando, R. B., Amer. Poultry Culture, 1109.
Spodgrass, Anatomy Honey Bee, 1910, Bureau Ethnology.
Spofford, H. P., Three Heroines, New Eng. romance.
Wreck of Glide, Bost., 1864.
Webber, Alice, When I'm a Man.

Gotham Book Mart, 128 W. 45th St., New York City

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Danas, Geology with Atlas.

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Journal of The Federal Convention, kept by James Madison, ed. by E. H. Scott, pub. by Albert Scott & Co., Chicago, 1893.

Library of Congress, Washington, D. C.

Chesney, G. T., The Dilemma, 1908.

C. F. Liebeck, 859 E. 63rd St., Chicago, Ill.

Sabin's Dictionary, Americana, any parts.

J. B. Lippincott Co., Washington Square, Philadelphia, Pa.

Opthamology, fifth ed.

Little, Brown & Co., 34 Beacon St., Boston, Mass.

Romantic Days in Old Boston, Crawford, pub. by Little, Brown & Co.

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Department of Commerce, Pottery Industry, 1915.
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Modern Biology and Theory of Evolution, Wasmann, trans. from the 3rd German ed., edited by A. M. Buchanan, 1910.

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Dictionary of Thought, Edwards, pub. by Dickerson Company of Detroit.

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Cushing, Pituitary Body.
American Journal of Physiology, vol. 55.
American Journal of Obstetrics and Gynecology, vol. 1, October, 1920 to June, 1920.
Abbott, Hygiene of Transmissible Diseases.
Adami & Nicholson, Principles of Pathology, 1911.
Jayne, Mammalian Anatomy, part 1.
Kitt, Text Book of Comparative General Pathology.

Norman, Remington Co., Charles St., Baltimore, Md.

Babbitt, Principles of Light and Color.
Lewis, Efficient Cost Keeping.
Williams, Twilight Hours—a Legacy of Verse.
Goodwin, Sir Christopher.
English Catalogue of Books 1911 to 1915.
Brown, Latin Songs with Music, Putnam.
Benson, Beside Still Waters, Putnam.
June 1917 National Geographic.
Harland, Common Sense in Household, Scribner.
Goethe's Elective Affinities, in English.
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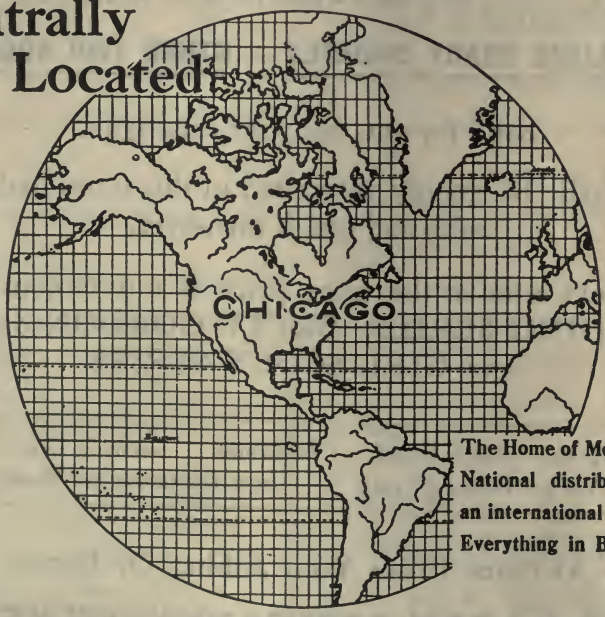

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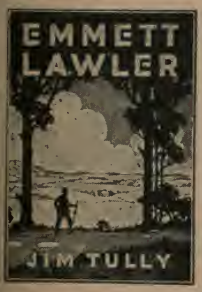

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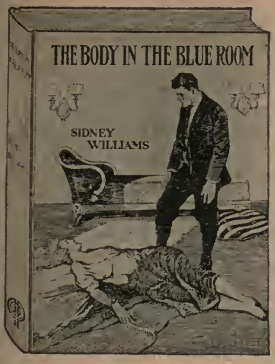

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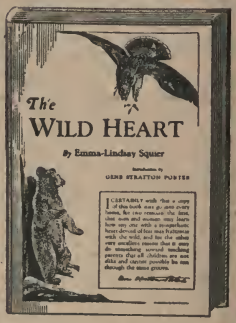

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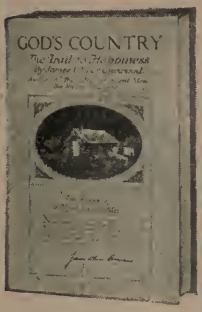

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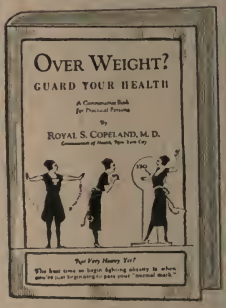

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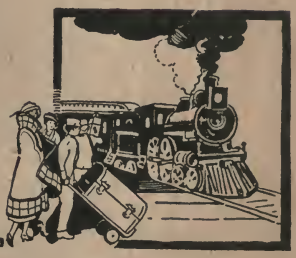
Author of

"New Voices," "The Dingbat of Arcady," etc.



WHEN we go to the country this summer for our vacations, we should take three things with us. They are solitude, imagination, and books. Even if we must leave trunks at home and carry only knapsacks, even if we must walk because we are too poor to pay railroads, we should take these things. They are not merely useful to the person who would get the most out of a vacation; they are necessary.

We ought to take solitude with us because, if we do not, we shall be unable to find it on top of the tallest mountain or by the shores of the loneliest lake. Solitude is not simply a physical condition due to the absence of other people. It is also a state of mind, an opportunity for retirement into ourselves and the will to take advantage of the opportunity. It is the chance to get on pleasant terms with ourselves, to find out what enjoyable people we are, or, failing that, what enjoyable people we may become. When solitude has made us great companions for ourselves we are likely to be better company for the other people present near our solitude. Nothing can make a person more popular than a right indulgence in solitude.

We ought to take our imaginations with us because they are probably in dire need of fresh air. No wonder, if we keep them between the pages of a ledger all winter, or in a brief-case, or in a vanity-bag! It is not surprising that they become weary and jaded and anaemic and refuse to do their own proper work for us. If we will only give them an airing under right conditions, they will become strong and energetic makers of magic. They will tell us some of the secrets we have always wanted to learn—what it is that shines more brightly than any splendid star that we have ever seen what it is that blows thru all the universe farther than any wind that we hear, what it is that beats a solemn music nearer and dearer to us than the falling of rain. They may teach us simpler mysteries, also—the wonderful events that take place in the hearts and minds of our friends and neighbors. If we will only take our imaginations to the country with us, they may begin to work wonders for us again as they did when we were children, bringing us new insight into literature, art, friends, religion, and life itself.

We ought to take books with us on our vacations because they are such good friends of solitude and the imagination. If we fail to take the other two, then, I suppose, we may as well leave books at home; but how dull it will be without them all! If we do take the other two, however, we shall be able to get a greater joy out of books than we have ever found in them before. For altho the person who can create two minutes of solitude in his or her busy Broadway can take his whole life. Thru of vacation on the friendon, Mr. Hergesheimer best of books restless age, or rather, a very people to masculine part of it. Lee Randon, their mind in business, married for fifteen rupted tina woman who is devoted to him, books are two delightful children, surrounded ple who and amusing friends, is restless and cation, ed. Gradually he comes to identify books Cytherea, a married woman of his actage, ance and finds in her the baffling with-im fascination of the doll. (Knopf.) $2.50

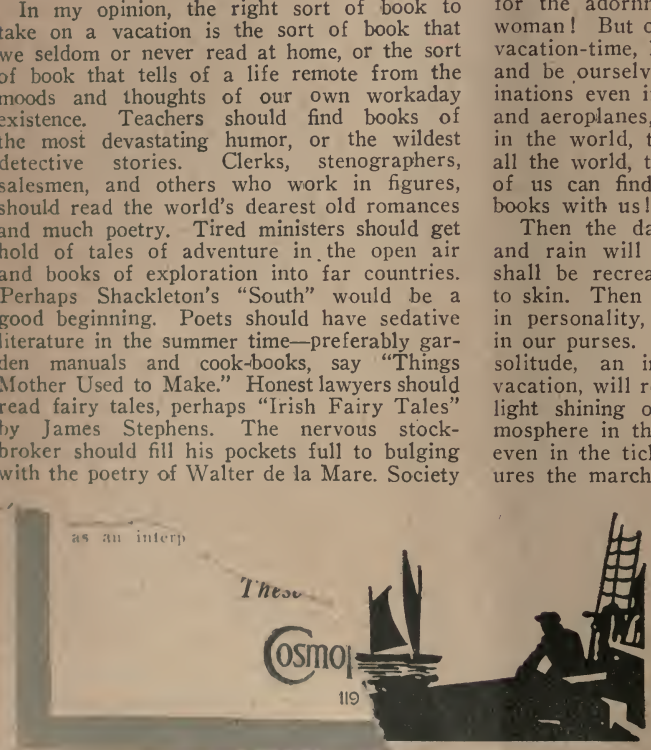
life in books in the stifling room of a tenement, and altho some books are sure to snub people who have lost or misused their imaginations, even if these people have all day to spend in reading and beautiful cool libraries to read in, still books at their best do like to be met by the imagination at its best, and when this happens they can walk right into our hearts and minds, there to remain forever. A vacation, then, is a fine opportunity to cultivate the interplay of books and the imagination in order that we may increase the sum of human happiness.

Another good reason for taking books with us on our vacations is that reading out of doors is both comfortable and convenient. The robins will not interrupt us with a stern call to duty when we have just reached the middle of an exciting chapter. The sun is the best of all reading lamps and the least expensive. If its light is too bright, the leaves of elms and maples will be good lampshades. If we are lazy the breeze will turn pages for us. A grass blade is an ex-excellent bookmark. And when a book has been read thru to the very end it can be tucked under the head for a sensible pillow while one rests and meditates upon it. And all the time the reader can be eating sour-grass, if he likes, or sucking honey out of clovers!

In my opinion, the right sort of book to take on a vacation is the sort of book that we seldom or never read at home, or the sort of book that tells of a life remote from the moods and thoughts of our own workaday existence. Teachers should find books of the most devastating humor, or the wildest detective stories. Clerks, stenographers, salesmen, and others who work in figures, should read the world's dearest old romances and much poetry. Tired ministers should get hold of tales of adventure in the open air and books of exploration into far countries. Perhaps Shackleton's "South" would be a good beginning. Poets should have sedative literature in the summer time—preferably garden manuals and cook-books, say "Things Mother Used to Make." Honest lawyers should read fairy tales, perhaps "Irish Fairy Tales" by James Stephens. The nervous stock-broker should fill his pockets full to bulging with the poetry of Walter de la Mare. Society women should study Plato, Confucius, the Anti-Nicene Fathers, the approved devotional manuals of the churches to which they belong, and "The World To-Morrow." William Jennings Bryan should buy a whole library of modern books on biology. (A few would not be enough!) After reading them thoroly he should study Dean Hodges' "How to Know the Bible" and the religious writings of Dean Inge to get modern point of view on religion, to learn that Christianity persists in and thru evolution and the God of the Christians does not have to be afraid of any truth that men are able to demonstrate. When he has read such books himself, I suggest that he pass them all on to the Kentucky State Legislature!

The books we should take with us to the country are the books we have always wanted to read, but never yet have read. Let us be kind to ourselves in the matter of choosing our vacation reading and make our dreams of good reading come true. We must not wait until we have chosen our new socks and shirts or our new gowns and hats, until there is no money left for anything but the ticket and the board, to choose the books that will become our closest friends in the days out of doors. Let us choose our books first and carefully and then, if there is enough money left over, buy the agreeable luxuries for the adornment of the external man, or woman! But once in the year, in the blessed vacation-time, let us learn to know ourselves and be ourselves, let us travel in our imaginations even if we can not own motor-boats and aeroplanes, let us have the truest friends in the world, the friends of all time and of all the world, the great companions that most of us can find only in books. Let us take books with us!

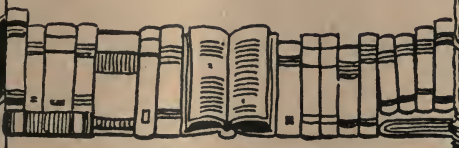
Then the days spent with sun and wind and rain will be spent joyfully. Then we shall be recreated thru and thru from soul to skin. Then we shall return to work richer in personality, no matter what may be left in our purses. For the person who has taken solitude, an imagination, and books on a vacation, will return afterwards to find a new light shining on the day's work, a new atmosphere in the old office, and a new music even in the tick of the time-clock that measures the march of man.



You Can't Go Wro "THE KINGFISHER"
PHYLLIS BOTTOME
H. Doran Co.

WHY NOT GO JOY-READING?

If You are tired of more serious books, here are novels for any joy-reading mood.



Realism—Atmosphere

The Secret Places of the Heart

By H. G. Wells

Mr. Wells' latest fiction product carries the reader deeply into the researches of modern psychiatry. Sir Richmond Hardy, a wealthy coal magnate, goes off on a motor jaunt with a nerve specialist, a Dr. Martineau, leaving behind him a cultured wife and two grown-up children, and also another less conventional establishment t'other side of London and another child there. On the motor trip he promptly meets and falls in love with a young American girl. In fact it is clear, from his confession of the "secret places" of his heart, that he simply can't make that organ behave. And this young woman proves to be more clever at diagnosing Sir Richmond's mystifying heart ailment than the specialist. The story is told with characteristic Wellsian economic and emotional dissertation. (Macmillan.) $2.

Lost Valley

By Katherine Fullerton Gerould

The lost valley is haunting in its loveliness of woodland and hillside, but there on the worked-out soil, the wretched remnants of good old Puritan stock are now mostly imbecile, diseased or degenerate. A young painter comes to the valley and stays at the old Lockerby farm, and thru him, Madge Lockerby learns to see the beauty of her birthplace and the difference of its people from the world outside. Living with her crabbed, crippled uncle and senile grandmother, her emotional nature pours itself out in passionate care of her young half-sister, Lola, whose Botticelli beauty masks a mind hopelessly clouded. Lola runs away from home and Madge frantically follows her, both enduring many bitter hardships. This tragic, futile pilgrimage delivers Madge from the valley's dominance of deterioration. (Harper.) $2

Cytherea

By Joseph Hergesheimer

Who would suppose that a doll bought in a Fifth Avenue confectioner's shop could make so much trouble? Lee Randon bought her in a whimsical moment and named her Cytherea for the Goddess of Love; and gradually her power disrupts his whole life. Thru the story of Lee Randon, Mr. Hergesheimer interprets this restless age, or rather, a very small and masculine part of it. Lee Randon, successful in business, married for fifteen years to a woman who is devoted to him, father of two delightful children, surrounded by gay and amusing friends, is restless and unsatisfied. Gradually he comes to identify with Cytherea, a married woman of his acquaintance and finds in her the baffling withheld fascination of the doll. (Knopf.) $2.50

Maria Chapdelaine

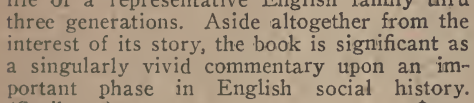
By Louis Hémon

This story of the reactions of a young French Canadian girl to the hardships of life in the lake country of Upper Quebec has been hailed as a prose poem, a pastoral, and idyl. Maria's lover, a young trapper, is lost in a blizzard and the dreariness and hopelessness of life without him seem more than she can bear. She faces the temptation to escape from the rigors of her country thru marriage with an outsider, a man whom she does not love, when family events complicate her problem. It is a story of the soil told with great beauty and simplicity and without sentimentality. (Macmillan.) $2.

The Forsyte Saga

By John Galsworthy

This volume, composed of three of Mr. Galsworthy's most powerful novels—"The Man of Property," "In Chancery," and "To Let"—and two stories—"The Indian Summer of a Forsyte" and "Awakening," which are in fact the component parts of one large novel—is regarded by Mr. Galsworthy himself as his most important performance. It presents the life of a representative English family thru three generations. Aside altogether from the interest of its story, the book is significant as a singularly vivid commentary upon an important phase in English social history. (Scribner.) $2.50.



SHE SANG, VERY SIMPLY, AND WITH QUITE POIGNANT BEAUTY, THE SONG OF "GOLDEN NUMBERS"

FROM "THE VEHEMENT FLAME" BY MARGARET DELAND

Harper & Brothers

The Vehement Flame

By Margaret Deland

Jealousy is the dominating passion of the heroine of thirty-nine who marries the hero of nineteen—jealousy of all that she cannot give her husband of youthful companionship. Maurice's devotion is enough to satisfy the wife, Eleanor, but the young husband craves friends and outside diversions. Maurice at length becomes interested in Lily, a young and rather pathetic woman of the streets, and tries to help her. Finally he drifts so far from Eleanor as to be untrue to her. Then comes the problem of Lily's child and Maurice's duty toward him. A young girl, whom Maurice has known from childhood plays a prominent part in the dénouement of this emotional and dramatic novel. (Harper.) $2.

Aaron's Rod

By D. H. Lawrence

The rod is but a flute and Aaron Sisson, its wielder, an English collier. Wife palls and home and children, so Aaron goes adventuring. He is in London, playing in an orchestra and falling in with an artistic group; later in Italy, he hopes by the magic of his rod to coax the crumbs from rich men's tables. He has moments of homesickness, spells of regret for having left his wife. But chiefly he is content to drift. Aaron is an odd bird but loveable. There are also interesting types among the people he meets. The descriptions of persons and places are among the most delightful features of the story. (Seltzer.) $2

Sleeping Fires

By Gertrude Atherton

The action takes place in San Francisco and New York about 1870, but the passions, the motives, the struggles that go to make up the plot are part of that eternal conflict that knows no definite period. The heroine, a beautiful New England girl married to San Francisco's most successful physician, the reigning toast of the town, after a period of social triumph, falls in love with a brilliant Eastern journalist. Both play the game fairly and contemplate no social breach, but gossip gets in its deadly work. (Stokes.) $1.90

One Man's View

By Leonard Merrick

Leonard Merrick is always the expert stylist, and his characters are often literary men or actors, who discuss their craft. The artist in his new novel is the heroine who wishes to be an actress. An English girl brought up in Duluth, she is starved for a chance to become famous. Failing in her theatrical dreams, she makes the kind of marriage Merrick loves to handle. (Dutton.) $1.90

Glimpses of the Moon

By Edith Wharton

Edith Wharton's previous novel, "The Age of Innocence," was awarded the Pulitzer Prize by Columbia University as the outstanding novel of 1921. The present one is a story of society, of the fashionable world of New York, of Newport and of Europe. The central figures are Susy Branch and Nick Lansing, both secure in the social scale, but both financially unable to keep up with the pace of their "set." According to all social rules they should marry the wealth their tastes demand. Yet what do they do! Delightfully, ridiculously, they fall in love with each other and, defying the fates, marry. In the events that follow Mrs. Wharton has shown to perfection the lure of their extravagant environment, which threatens to mar the love they have found. To Susy temptation comes in great wealth and position offered by a titled Englishman; to Nick comes the adoration of a fabulously rich girl. But there are "glimpses of the moon," the supreme moments of life, when the early love was found and when later it was renewed. (Appleton.) $2.

THE QUEEN OF THE PRAIRIE SCHOONER
FROM "THE COVERED WAGON" BY EMERSON HOUGH
D. Appleton & Co.

A Little More

By W. B. Maxwell

One of life's grimmest jests is to give people what they think they want, and then grin at the results. This happens to a kindly, commonplace British family when they begin to want "a little more." By the death of a cynical kinsman, they get it, and are quite demoralized thereby. Then the money suddenly vanishes as the war comes on, and ill luck works overtime for them in every way. They sink to the very gutter but climb back, gasping, to the curbstone, with hard-won character, shaped by fate's poundings. Their struggles make a capital and intriguing tale of London life in the hectic times just before, during and after the war. (Dodd, Mead.) $2

The Veneerings

By Sir Harry Johnston

Sir Harry Johnston has won a reputation as a sympathetic stepfather to the brain children of other authors, thru his "continuation" novels, "Mrs. Warren's Daughter," carrying on Shaw's "Mrs. Warren's Profession" and "The Gay-Dombeys," descendants of the Dombeys of "Dombey and Son." Now he turns in similar fashion to a further revelation of the lives of Hamilton Veneering and his children, who first lived in the pages of Dickens' "Our Mutual Friend." He presents them as the chief actors in "a story of shady and legitimate finance, and of the politics of the Edwardian period from 1901 to 1910." (Macmillan.) $2

Gallantry

By James Branch Cabell

This final volume in the series of revised editions of Mr. Cabell's early books, makes available all of his work with the exception of his first novel, "The Eagle's Shadow," and his greatest, "Jurgen's Gallantry" (Dizain des Fêtes Galantes) is a group of ten eighteenth century scenes, laid in part in George the Second's England, and in part in the France of Louis Quinze. Appropriately, the tone of the stories is artificial and superficially trifling, to a degree which hides the acid philosophy beneath. (McBride.) $2

The Covered Wagon

By Emerson Hough

Against the background of the early days of the great West, the love story of a pioneer man and maid is told, a story filled with the drama of life in new regions; battles with hostile Indians, dangers of fording unchartered rivers, and the conquering of the soil. It is the story of the men and women in covered wagons, particularly of a family feud that crossed the continent and threatened the love of the young hero and heroine. (Appleton.) $2

Abbé Pierre

By Jay William Hudson

The setting is quaint old Gascony. To his birthplace here comes the old Abbé Pierre, on vacation from the college where he teaches, to live for a time with the whimsical, tender but stalwart folk of his native village. In this atmosphere, representative of the beauty and strength of the true soul of France, develops the delicate love story of Germaine, a Gascon girl, and David Ware, a young American, a writer of verse, and professor of English. Seemingly insurmountable differences stand in their way, but the Abbé Pierre, with his winning spirituality, his kindly heart and his humor, stands their friend, and their romance ends in happiness. (Appleton.) $2

The Bells of the Blue Pagoda

By Jean Carter Cochran

This story is an attempt to catch the atmosphere and some of the poetry of China; for that reason the author has adhered to the Chinese custom of calling the characters and places by the picturesque names given as a matter of course in that country. It is an interesting and exciting story giving clear pictures of two phases of Chinese life which are not often depicted. It has a steadily developed missionary and Christian tone and it shows what power an educated Chinese has in her own country. The story has an appeal for both adults and young people.
(Westminster Press.) $1.75

The Best Short Stories of 1921

Ed. by Edward J. O'Brien

If Mr. O'Brien's admirable annual collections were nothing else they would always be something to quarrel over, for what two individuals would ever agree on the best twenty stories of the year? A volume produced on the camp porch is good for a whole afternoon's discussion. This year's collection has one of Mary Heaton Vorse's Provincetown stories; Sherwood Anderson's "Brothers," a psychological study; a tale of horror from the bland Irvin Cobb; and another tale with the horror note from Charles L. Finger, to mention but a few. The usual interesting biographical and statistical features are included.
(Small, M.) $2

The Vertical City

By Fannie Hurst

New York, the vertical city, where life flows too rapidly in a hurried succession of events, is the grimly beautiful setting which the author has chosen as a background for the six studies which she has taken from the book of life. As is to be expected from Fannie Hurst, there is both tragedy and comedy in these six dramas of the feverish life of a great city. (Harper.) $1.90

Birthright

By T. S. Stribling

"Birthright" takes the negro seriously. It doesn't deny that he has his ridiculous side indeed that is the essence of his tragedy. Not only is he ridiculous, but he knows it and rejoices in it. For the main trouble with the negro is that he has so long seen himself thru the white man's eyes that he despises himself and pulls himself down by his own bootstraps. The story tells of a negro graduate of Harvard who goes back to his southern town with new standards. The "niggertown" of the place is hideously unsanitary and morally corrupt, yet his efforts to make it better are frustrated by black and white alike. It is a problem story presented with impartiality and lack of venom. (Century.) $1.90.

Mr. Prohack

By Arnold Bennett

Imagine yourself in Mr. Prohack's place: a man in a deep and definite rut, one of the "famous salaried middle class, going thru the famous process of being crushed between the upper and nether mill-stones." Worse yet, suppose yourself a cogwheel in the Treasury Department with the firm conviction that it was your precision and fidelity that had won the World War; under such circumstances how could you have borne up against the demoralizing temptations of a vast fortune suddenly thrust upon you by a notorious slacker and profiteer? This diverting theme has given Mr. Bennett an opportunity for many a satiric fling at paradoxical conditions of post-bellum social and business London. (Doran.) $1.75.

Pierre et Luce

By Romain Rolland

This latest of Romain Rolland's novels to be translated into English has been called "an idyll of love that is born under the wing of death." It offers a strong contrast to his war novel, "Clerambault." It is light and delicate, a true French love story. The war is used only as a back-ground. "What I'd like," says Luce, as the planes sweep over Paris, "is a bit of happiness." That is the key-note. (Holt.) $1.50.

O. Henry Memorial Award Prize Stories of 1921

The stories in this collection are chosen by a committee from the Society of Arts and Sciences who read every story in every American magazine and decide by vote on the best. The story receiving the highest award, a prize of $500, was Edison Marshall's "The Heart of Little Shikara" from *Everybody's*. This heads the list of authors varying from veterans in the craft to fledglings. The subjects are equally diverse, ranging from the wings of a Broadway theater to the swamps of Louisiana. The advantages of this collection as a vacation book are obvious. (Doubleday.) $1.90

Novels with a Biographical Twist

AS WYETH PORTRAYS THE PIONEER ILLUSTRATING "VANDEMARK'S FOLLY" BY HERBERT QUICK

Bobbs-Merrill Co.

Vandemark's Folly

By Herbert Quick

This epic of the middle west is the story, old in the first person of a stubborn young Dutch-American who runs away from a rutal step-father and becomes a driver on ne Erie canal. He drifts west and comes o anchor on an Iowa farm where he prospers vith the community—all in the days before ne Civil War. The story is rich in historical nterest, describing as it does the old leisurely ays of canal transportation, the "underround railway," and the land rush to the niddle west. Young Vandermark falls in ove of course and eventually he settles down vith the obviously right girl. N. C. Wyeth's ictures faithfully portray the pioneer. (Bobbsferrill.) $2.

Children of the Market Place

By Edgar Lee Masters

The fictitious autobiography of an American oneer during the second and third quarters f the last century. The author of "Spoon iver Anthology" and "Mitch Miller" has rojected a powerful imagination into the eminiscences of his hero, who, born on the ay of Waterloo, comes to America, a boy of ghteen, and partakes of the adventures typical f those picturesque early days. He has a ost dramatic meeting with young Stephen Douglas and the two become close friends. From this point the flaming personality of Douglas permeates the novel. The closing years of the story are given added verisimilitude by the introduction of the figure of Lincoln. (Macmillan.) $2

The Road to the World

By Webb Waldron

This is the thrilling story of discovery, not of buried treasure, but of the truths of life. It might be called "The Portrait of a Man." The story begins when he is a little boy, and presently the reader knows this Stan Hilgert, knows him intimately, sympathizes with him as he makes the great effort to fit himself into the pattern of life, to find the road to the world. His struggle is ours also, and so we watch him, breathless. (Century.) $1.90

The Lonely Warrior

By Claude Washburn

The story of Stacy Carroll is the story of thousands of young men who returned lonely and discouraged, some of whom, even after two years of civilian life, are not able to find their places. In the hero's struggle, we have presented the rush of American life:—labor strikes, race riots, smooth reactionaries, parlor Bolsheviks, vivid flashes of men's heroism, dark glimpses of human greed. And thru it all, young men struggling for sanity and some decent way of adjustment to the chaos. (Harcourt.) $2

Memoirs of A Midget

By Walter de la Mare

Life as seen thru the magnified perspective of a little creature who, not innately vicious, and possessed with more than common mental alertness, finds gradually that she is hopelessly out of touch with the world she lives in. In vain she clings to her theory that the soul, and not the body, is what counts, and that souls are practically all equal. She lives in a physical world where everything is on a huge, coarse overgrown scale. (Knopf.) $2

Cross Currents

By Katharine Haviland Taylor

Life had made of Derrick Strong, who grew up smarting under the wrongs done his father, a great surgeon but a ruthless man. Then a woman comes into his life. (Jacobs.) $1.75

Emmett Lawler

By Jim Tully

A waif in an orphan asylum, a tramp in city streets and on country roads, a prize fighter, Emmett Lawler, keeps his vision of beauty, and fights on thru every hardship and failure. Life, seething life, is here:—realities and shams, tramps' lodging houses, freezing rides on storm swept freight trains, benevolent sots and cruel philanthropists, and the two unforgettable women who give him the strength to go on. (Harcourt.) $1.90

His Soul Goes Marching On

By Mary Raymond Shipman Andrews

Hundreds of thousands read Mrs. Andrews' "The Perfect Tribute," woven about the personality of Lincoln. The present story is of a boy who had a brief talk with Roosevelt that vivified, strengthened, and elevated his whole standard of conduct. Roosevelt became the pervading influence of his life, his compass in all the crises of his career. (Scribner.) 75c.

His Dog

By Albert Payson Terhune

The author of "Lad: A Dog," "Bruce," etc., and a genuine dog lover, writes another appealing dog story in this tale of a lonely down-and-outer redeemed by companionship with a lost dog. Link Ferris finds a wounded dog by the roadside and takes it home with him. From that day life is different to him. "He drug me up to my feet out'n wuthlessness—and he's learned me that livin' is wuth while," is Ferris's impassioned appeal whe he is asked to give up Chum to his owner by right of purchase. The story of Link' redemption has an unexpected dénouement. (Dutton.) $1.5

A Man of Purpose

By Donald Richberg

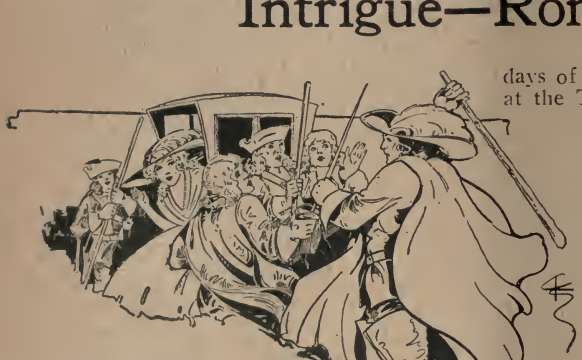
This autobiographical novel tells the lif story of a brilliant and successful lawyer an politician of the Middle West. It relates hi struggles to maintain the conventions, and hi gradual growth in radical sympathies. Th answer to the riddle of his life is left for th reader to guess. (Crowell.) $1.7

The Kingfisher

By Phyllis Bottome

The plot of "The Kingfisher" is built o cruel and sordid facts, and Miss Bottome face them unflinchingly for her characters and self Jim Barton, the hero, killed his father i defence of his mother when he was fourteen years old. When he comes out of jail, h finds he has one friend, a young clergyma who helps him to pursue a university course Fighting for better hours and wages for th men who work at the London docks, Jim find himself one of the most stirring preachers i London. But Jim falls in love with th daughter of the employer of the dockers whom he is stirring to revolt. The situation is no original, but Miss Bottome's handling of it i fresh and stimulating. (Doran.) $2

Intrigue—Romance



FROM "THE BRACEGIRDLE" BY BURRIS JENKINS
J. B. Lippincott Co.

The Bracegirdle

By Burris Jenkins

Mistress Anne Bracegirdle was one of the famous characters of the London stage in the days of William of Orange. She was a playe at the Theatre Royal in Drury Lane and wa commonly called "The Darling" an "The Diana of the English Stage." In this romance the author has interwoven historical facts and actual incidents of the day. Many are th suitors who pay court to fair Mistress Anne and many are her romantic adventures. (Lippincot.) $2

An Ordeal of Honor

By Anthony Pryde

Readers of "Marqueray's Duel" an other of Mr. Pryde's novels will fin in this swift-moving tale of politica and fashionable England the sam qualities which have popularized th previous books. It is the story of a man unjustly accused of crime, of th heroism with which he bore hi trouble, and of a love that endured in spite o doubt and degradation. (McBride.) $

A Son of the Sahara

By Louise Gerard

The desert in fiction has become synonymous with thrills. Miss Gerard, an English authoress, unfolds a true oriental panorama in her tale of a stolen heiress. Little did Pansy Langham guess that for years her captor had trailed her father to avenge the death of his own, that he intended for her a fate more cruel than a white man could conceive. Yet when revenge was at last within the Arab's hands, came another emotion. Was he to forego his oath or yield to love? (Macaulay.) $1.75.

FROM "A SON OF THE SAHARA"
BY LOUISE GERARD
Macaulay Co.

The Great Prince Shan

By E. Phillips Oppenheim

To a London of great entertainments and marvelous scientific appliances in the year 1934 comes the splendid Prince Shan, the first gentleman of Asia, now the strongest nation in the world. A wonderful character, suave, subtle, calm, with the inscrutability of the Orient and an Oxford education. A beautiful far-visioned woman, the Russian adviser; the wily German intriguer; the cool American investigator of dangerous secrets; the clear-headed English aristocrat and his fascinating cousin, Lady Maggie, whose charm changes the trend of history—Prince Shan in his brief London stay affects the life of each one of these, and soars off in his giant airship to his own vast mysterious country, a figure of power and romance paling the "Arabian Nights." (Little, Brown.) $2.

Silver Cross

By Mary Johnston

This tale of adventure and romance of the days of Henry VII is set in an English market town which harbored a Friary and the Abbey of the Silver Cross. Yet its knights, monks, and ladies, tho decked in costumes of a bygone time, are as human as the folk of today. Life wakes up the aescetic, and he learns to understand the woman who tricked him. She in turn drops all her own life with its desires and learns what it means to live for someone else. It is a pageantry of old-English life woven with the charm of narration characteristic of the author of "To Have and To Hold." (Little, Brown.) $2

The Vanishing Point

By Coningsby Dawson

This kaleidoscope of mystery and intrigue centers around an able American business man who planned to save starving post-war Europe by selling it bread. He journeyed over to sell; he remained to give. His provisions averted vast panic and loss of life. The two daring and beautiful women who work with him are fascinating types and the fact that they are both in love with him does not simplify matters. The author, first known as a novelist and later for his books giving his reactions to the war, is personally familiar with the area over which this international romance sweeps. (Cosmopolitan.) $2

The Van Roon

By J. C. Snaith

From the author of "The Sailor" and "Undefeated" comes this novel of which the "Van Roon," a painting by an old master, is the center of interest. The story is the struggle of a group of people for the possession of this masterpiece. Some desire it for its money value; others for its intrinsic beauty. While money versus beauty is the real theme, there is also the story of one girl's devotion to another and of her love for the young man who finds the picture first in an out-of-the-way part of the country and is nearly cheated of his treasure. (Appleton.) $2

"Q"

By Katharine Newlin Burt

The sleepy town of Slypenkill, New York, the home of the aristocratic Grinscoombe family, is invaded by a soft-spoken, clear-eyed, gently humorous stranger from the West. Q. T. Kinwydden has come to the East to gain an education and beautiful Heloise Grinscoombe, whom he has previously guided on a hunting trip. His gentleness and natural courtliness win him the heart of the people. How he is blocked by an indolent, rascally doctor; how he unites two loving couples; how he gains victory from seeming defeat, respect from contempt and distrust, make a fascinating story of the bringing of the West to the East. (Houghton.) $1.75

The Tang of Out-of-Doors

ILLUSTRATING "THE DOOM TRAIL" BY ARTHUR D. HOWDEN-SMITH
Brentano

The Doom Trail

By Arthur D. Howden Smith

While this novel provides all the thrills which bloodthirsty Indians incited to wreck vengeance upon whites are wont to inspire, the thrills are perfectly legitimate as the subject matter is all a matter of history. America in 1724-25, when she was the bone over which France and England were growling, furnishes the setting for a tale of combat, intrigue and love. The heroic element is led by a fine young soldier of fortune, the villain is a gentlemanly cut-throat and fur-trader. Good Indians support the upright and bad Indians the malicious side of the struggle, and it is a struggle indeed. (Brentano.) $1.90.

Timber

By Harold Titus

In the white pine country John Taylor met Helen Foraker, fighting bravely and alone to save her thousands of reforested acres from the greedy hands of men who saw in them, not a hope for the future, but a speedy way to put wealth in their own pockets. How John Taylor helped the woman he loved to win her battle against the chicanery of enemies who stopped at nothing in their attempt to force her to surrender her timber land is the story. And from its pages goes forth a plea for foresight and the wisdom to save our forests before they have been wasted beyond recovery. (Small, M.) $1.75.

Van Zanten's Happy Days

By Laurids Bruun

Van Zanten, according to Laurids Brum, was a Dutch traveler who lived on the Pelli Islands of the South Seas and showed a great capacity for understanding and being understood by the natives. The narrative is given an autobiographical touch by being written in the first person and preceded by a biographical note. It is the story of Van Zanten's life among the natives, and of his courtship and marriage to an island wife, told with subtle satire and descriptive charm. Written originally in Danish, the book has been translated into many languages and has become one of the most popular of South Sea Island books. (Knopf.) $2.

Man-Size

By William MacLeod Raine

A tale of heroes in fur and on snow-shoes in the early days of the Royal Northwest Mounted Police along the Montana border. "Bully" West, a whiskey trader, is wanted both for murder and for the kidnapping of Sleeping Dawn, the daughter of a Scotch buffalo hunter, who has attempted to stop his illicit traffic. "Billy's" partner complicates matters by falling in love with this slim, swift-footed foster-sister of the Indians. He breaks with West and is deputized by the Northwest Mounted to join in the pursuit. Their quarry turns north, seeking escape by plunging into the desolate and illimitable snow barrens. And after him, hanging doggedly to his trail, go the pursuers, fighting thru danger and darkness to get their man. (Houghton.) $1.75

THE ALLURING SOUTH SEAS
ILLUSTRATING "VAN ZANTEN'S HAPPY DAYS" BY LAURIDS BRUUN
Alfred A. Knopf

"Tex"

By Clarence E. Mulford

The author of "Bar—20," etc., presents another chapter from life on the plains in the West during the days when nimble triggers were arbiters of justice. It is the tale of how one man's daring and superior intelligence outwitted a whole community for the sake of the honor of the young woman he loved. (McClurg.) $1.90

Snowdrift

By James B. Hendryx

The heroine and hero of this romance of the icy wastes "between the Mackenzie and the bay" are Snowdrift, a waif of the Arctic who bears a false but heavy burden of shame, and Carter Brent, a Southerner swept to the Klondike by the first wave of the great gold rush. It is a story of recklessness and daring, of gold madness, luck and liquor, and of regeneration thru triumphant love. (Putnam.) $1.75

The Everlasting Whisper

By Jackson Gregory

Out into the wilderness of the High Sierras goes Mark King, adventurer and explorer, and with him, because he cannot safely leave her, goes Gloria Gaynor, a spoiled darling of fortune and a stranger to hardship of any kind. Hardship and dangers come in the form of blizzards and enemies. The story becomes one of struggle for the man against savage nature and humanity and of the gradual remaking of the spoiled child into a strong-willed woman. (Scribner.) $1.75

The Settling of the Sage

By Hal G. Evarts

Mr. Evarts, who knows the open range and the people who live there, tells a colorful story of a sturdy young ranchman's fight for the rights of honest stock raisers and for the interests of the girl he loves. Cal did not find it all plain sailing when he came to Three Bar Ranch, but he could manage men and women and he soon made it his business to inquire into the troubles of the ranch. Then the fight began. "It's only the history of all frontiers," the hero sums up the situation. "The first settlers win it for themselves. Then the clashing elements creep in." (Little, Brown.) $1.75

The Winter Bell

By Henry M. Rideout

In this story of the outdoors Mr. Rideout has once more returned to his own country and laid the scene in our northern woods in winter. The hero, a woodsman of a fine and interesting type, goes thru the terrible experience of being unjustly accused of crime and sentenced to prison for life. How he wins his way back to the world again makes the story which, in spite of the fact that some of the action takes place in jail, has a distinct out-of-door quality. (Duffield.) $1.75.

The Man from the Wilds

By Harold Bindloss

When a serious-minded and determined young man from the wilds of Canada is appointed guardian to the estate of a beautiful and wilful English girl, not so much younger than himself, both romance and drama are likely to follow. How the "man from the wilds" tames himself, and his ward also, and saves her from a great danger by an heroic struggle against primitive men and nature in his native wilderness, makes a story of appeal to all lovers of adventure fiction. (Stokes.) $1.75

To the Last Man

By Zane Grey

Back in Texas, earlier, a triangular love affair had established a lasting enmity between these two pioneer cattlemen in the Tonto Basin; and now their rival interests deepen and embitter the feud. Entrapped in the heart of this ominous struggle are two fine, inspiring youthful figures, Ellen Jorth and Jean Isbel. With singular power the writer has portrayed the fierceness, the viciousness of the cut and thrust of men venting their primal passions in a war of extermination. And over against this action of lust and destruction are depicted the varied beauty of Nature's great stage, while the foreground develops an enduring love. (Harper.) $2.

"IT'S BEEN RIGHT LONESOME PLANNING WITHOUT A LITTLE PARTNER TO TALK IT OVER WITH AT NIGHT," HE SAID
FROM "THE SETTLING OF THE SAGE" BY HAL G. EVARTS
Little, Brown & Co.

All Sorts and Conditions of Heroines

ILLUSTRATING "KIMONO" BY JOHN PARIS
Boni & Liveright

Kimono

By John Paris

The marriage of an English naval officer and a little Japanese heiress, Asako, takes them from London to Tokyo and forces the hero into disillusioned first-hand contact with his bride's country. The story is far from being just another pretty picture of love among the chrysanthemums in the Flowery Kingdom; it is an earnest, extremely well-written drama of the well-bred Englishman's reaction to customs that have lost their horror from immemorial usage and changeless routine, The discovery that Asako's money is derived from sources like "Mrs. Warren's Profession," and the heartless intrigues of her kinsmen to break up her foreign marriage, make tense reading. (Boni & L.) $2

Intrusion

By Beatrice Kean Seymour

The author of "Invisible Tides" has drawn in Roberta a very beautiful shell with nothing much inside of it except selfishness, but she never makes the mistake of picturing her as a monster. She is naturally a philanderer, but as her husband, Allan, discovers and says, "Roberta's virtue is coldness." The tale works up slowly and steadily to its tragic solution, which is the only real way out of an impasse slch as the plot. The real point of the story is the fearful havoc that Roberta's intrusions make in other lives; not merely in her unfortunate husband's, but in those of nearly all with whom she comes in contact. (Seltzer.) $2

Saint Teresa

By Henry Sydnor Harrison

Teresa de Silver gains her nickname of "Saint" from being an avowed hater of men in general, but Dean Masury is a hater of Teresa in particular, as she stands for all he most dislikes in women. She is an ultra-modern, strong-minded millionairess, who buys a steel plant and engages Masury to reorganize it. Teresa refuses to make shells for the allies and harsh and satiric are the interviews between the steel mistress and her employee. Masury's hostility finally arouses Teresa's interest as she begins to discover his real force. From the clash of their strong wills arises a tense situation which terminates in an unexpected climax. (Houghton.) $2.

Gentle Julia

By Booth Tarkington

Lovers of "Penrod" and "Seventeen" will joyfully hail the advent of "Gentle Julia," the third in a pseudo-trilogy of young life in the middle west. Julia Atwater was a young woman whose gentleness and love of philandering made it impossible for her to be cold to any man. Hence a train of suitors including all the eligibles of the town and a few others. As for complications, Julia's family including all the children "regaled themselves with her private affairs as a substitute for theater going." Her thirteen year-old niece, Florence is, however, the "Jane of the piece" and a perpetual storm center. It is a story of exuberant irrepressible youth told with rippling humor. (Doubleday.) $1.75.

Goldie Green

By Samuel Merwin

"Goldie" Green was nineteen, pretty, and she had brains. Fortunately for her she had also a numerous and worrisome family to look after. Spurred on by the economic urge and an instinct for higher things, she goes on from her first post as ticket-taker in a moving picture theater, managing and daring until she has made a distinct success in the business world. The story is of her business life, her family complications, and her emotions. She is an admirable young person and the most matter-of-fact reader will be delighted at the way she romantically does just what she wants to in the end. (Bobbs-Merrill). $2

The City of Fire

By Grace Livingston Hill

Lynn Severn, the beautiful daughter of a small town minister, is deeply troubled by the barrier which has come between her and her former playmate, Mark Carter. Thru a prank

of fourteen-year-old Billy, a friend of both, Mark had been kidnapped and sent to a secluded house in the mountains in mistake for the son of a wealthy family. That very night a friend of Mark's is shot and Mark is accused. He cannot prove an alibi, and Billy who could save him, is afraid to tell the truth. Even later, when Mark is on trial for life, Billy is too ill to be present. But Lynn's faith shines thru the darkest of clouds and reassures the reader of a happy ending. (Lippincott.) $2

SHEILA
FROM "SHEILA OF BIG WRECK COVE"
BY JAMES A. COOPER
George Sully & Co.

The Widow's Cruse

By Hamilton Fyfe

The heroine had never understood or cared for her husband while he was alive, but when she becomes rich and famous—thru the masterpiece published after his death—she persuades herself that it was *she* who had been his "soul companion" and "inspirator." But another woman claims to have inspired the work. There is a fierce struggle between them which gives rise to delightfully amusing situations. (Seltzer.) $2

Lucretia Lombard

By Kathleen Norris

Mimi, an heiress, is in love with Stephen, acting as her guardian conjointly with his uncle, Mr. Curran. Shortly before the opening of the story, a Scottish nobleman, an altogether unlovable character, and his beautiful wife, Lucretia Lombard, have become neighbors of the Currans. When Lucretia's husband dies, she and Stephen are thrown much together and realize that they love each other. It is the dearest wish, of Mr. Curran's, however, that Mimi and Stephen should marry. From such a situation Mrs. Norris develops a characteristic novel set in a small eastern town and its environs. (Doubleday.) $1.75

Joanna Godden

By Sheila Kaye-Smith

The author of "Green Apple Harvest" has unflinchingly dissected the soul of the daughter of a farmer in the Romney Marsh of Kent. Joanna is a strange mixture of strength and weakness. She persists in the idea of carrying on her father's farm herself and rules her household with a rod of iron. Yet Joanna cannot resist love any more than the chicken girl whom she so soundly scolds for her frailty. This story of the domineering, blustering, affection-craving woman farmer will appeal to discriminating readers who care for clever character study in a vividly pictured setting. (Dutton.) $2

Sheila of Big Wreck Cove

By James A. Cooper

Can one girl impersonate another and carry out the deception successfully? And is such a deception ever justifiable? Such are the questions raised in the latest of Mr. Cooper's Cape Cod stories and the answer is only to be determined by reading how Sheila Macklin came to live with "Aunt" Prudence and "Uncle" Ira as their niece Ida May Bostwick. There is a love story at the bottom of it all told against the background of the salt sea life of the Cape. (Sully.) $1.75

The Prairie Child

By Arthur Stringer

This is the third in the trilogy of a drama of married life, following "The Prairie Wife" and "The Prairie Mother." The Prairie Child is the Prairie Mother's ruling passion. The thought of him controls in the crisis when she realizes that her husband no longer loves her and in all that develops after. But it is his mother we think of most, as she fights for his happiness and her own. She yearns for understanding and sympathy, but never betrays self-pity. She strives to bridge the gulf, but never loses hold on the solid facts of every-day existence, on a saving sense of humor, on a wise and sustaining philosophy. (Bobbs-Merrill.) $2.

EYES LIKE A ROBIN'S
FROM "THE HEAD OF THE HOUSE OF COOMBE" BY FRANCES HODGSON BURNETT
(THE (SEQUEL, "ROBIN," READY IN JULY)
Frederick A. Stokes Co.

The Head of the House of Coombe

By Frances Hodgson Burnett

No one better than Mrs. Burnett can interpret the heart and mind of a little child, especially of a lonely and unloved child. Not that Robin is some little street waif; she is brought up in the clothes of a little princess, but Robin knows nothing of mothers. She knows only—at a distance—the gauzy Lady Downstairs. In and out of the house passed Lord Coombe, totally unconcerned that the gay, not too fastidious circle of Robin's mother find humor in their knowledge that it is he who pays the bills for the upkeep of the gaudy little house. The explanation of his interest in the desolate child Robin, they discuss with cynical enjoyment. Such is the beginning of the story of Robin's life brought to young womanhood in this volume and to be continued subsequently. (Stokes.) $2.

Linda Lee, Inc.

By Louis Joseph Vance

What would you do if you had a million dollars? Many authors have asked and answered this question, but Mr. Vance proposes: What would you do if you had always had a million dollars, and if the first movie director you ever met told you you would screen wonderfully? Lucinda Druce, the heroine, is this creature doubly favored by all the gods, but like so many people thus favored, she is not happy. En route for Reno she decides to go to Hollywood and experiment with the director's proposition. Then come her lively adventures, humorous and otherwise, in Movie-Land. (Dutton.) $2.

The Island Cure

By Grace Blanchard

Pretty Jean Beverley needed a vacation and was advised to take the "island cure," not in the far away South Seas, but off the New England coast. A street car strike prevents the taking of a train to Portsmouth, and as many owners of automobiles are earning money by carrying passengers, it is only natural that a prosperous young manufacturer should be mistaken for an impromptu taxi driver, especially as the young man, after a glance at Jean's prettiness, does nothing to correct the mistake. Needless to say, this young man plays a prominent part in the "cure" and Jean is almost another person even in name before the summer is over. (Lothrop.) $1.50

Adrienne Toner

By Anne Douglas Sedgwick

Adrienne Toner, a wealthy American heiress, much interested in New Thought, the most deep-rooted of her many theories, comes as a visitor into an English family. We are allowed to view her at first from different angles, from the points of view of the younger women, of Barney, the son, whom she marries, and all the time from the point of view of his friend. Adrienne comes with the idea of moulding all to her pattern, but gradually she perceives that she herself is not regarded by them as a model. This new study in character development by the author of "Tante" has proved a best-seller in England. (Houghton.) $2

Mystery and Melodrama

The Moon Rock

By Arthur J. Rees

A massive rock of fantastical shape gives the title to this mystery-detective story. In some weird manner it bore the semblance of a human face, the eyes eternally fixed upon the house of Thurold. The master of the house is one night found dead in his study—murdered apparently, and there follow clever investigations and an unexpected solution. (Dodd, Mead.) $2

The Body In The Blue Room

By Sidney Williams

While Richard Marston, a young lawyer, is attending a house party with old friends, a mysterious murder throws the household into confusion. Dr. Ben, the family physician, who has had great success in criminal cases, sets to work on the mystery with the aid of Marston. Unfortunately suspicion points insistently to the beauty of the party who has captivated the heart of the young lawyer. And this is but one of the complications in the mystery of the "Body in the Blue Room." (Penn.) $1.75.

The 8 Strokes of the Clock

By Maurice Le Blanc

The girl gasped! A clock? The chateau had been deserted for years! There was a click—the clock was striking eight. Renine (Arsène Lupin, if you would share the author's confidence) dropped to his knees before it. He drew forth a telescope. An hour later he found the opening in the parapet into which the instrument fitted. They looked thru in turn and recoiled. Two bodies hung suspended in that hidden tower. This is the opening situation in the latest Arsène Lupin novel. (Macaulay.) $1.75

Big Peter

By Archibald Marshall

Mr. Marshall, with whom we have come to associate the novel of tranquil English country life, has this time allowed himself the luxury of writing a real melodrama. Peter, big in both frame and heart, wondered what he would do when he made his lucky gold strike in Australia. Curiously enough he does make it and on the very same day that he learns he is heir to a large estate in England. Then, when he goes to establish his claim, gold mines and titles are forgotten in the discovery of the girl of his dreams. (Dodd, Mead.) $2.

The Mystery Girl

By Carolyn Wells

The tale is laid in a college town and centers around Dr. Waring, who has been elected president of the college. His sudden and awful murder throws the story into tragedy and mystery. Very cleverly is the solution kept in suspense. Did the charming young girl lately arrived in town commit the horrible murder? It takes a Fleming Stone, Miss Wells' famous detective creation, to find out. (Lippincott.) $2

The Lady in Blue

By Augusta Groner

Joe Muller, detective, meets a new situation of mystery and crime and solves it in a surprising way. (Duffield.) $1.75

THEY MOVED TO THE MARBLE SEAT IN THE SHADE OF THE TEMPLE
FROM "BIG PETER" BY ARCHIBALD MARSHALL
Dodd, Mead & Co.

All The Way By Water

By Elizabeth Stancy Payne

The steady owner of the forty-foot cruiser *Sorceress* has his vacation upset by the appearance alongside of a charming young woman begging for his protection. Steve can't resist and presently his cruise becomes a wild chase from one end of Long Island Sound to the other, with pursuit by secret service men in slim black craft. (Penn.) $1.75

The Tattooed Arm

By Isabel Ostrander

Beginning with the strange behavior of three elderly gentlemen, and the effects of their actions upon a Long Island village, this mystery tale proceeds at a rapid pace, thru adventures which grow constantly more mystifying, to inevitable but startling disclosures. Two letters, tattooed upon a man's arm, are the significant clues in a tangle of evidence which leads to the undoing of a trio of scoundrels. (McBride.) $1.90

The Scarlet X

By Harvey Wickham

A detective and adventure story by the creator of Ferris McClue, "The Ferret." McClue leaves New York to embark at San Francisco on a yacht that has as its destination an unchartered island in the South Seas. With such an objective how can his adventures be anything but alluring! What happens along the way and his meeting with the people of the Scarlet X make a tale that will warm the cockles of the heart of any one who likes a good detective yarn. (Clode.) $1.50

The Stretton Street Affair

By William Le Queux

Was Oswald De Gex emotionally insane when he killed his beautiful niece? If not, why did he send his servant out to stop the young man hurrying thru Stretton Street, and bid him come to his rescue? De Gex was a millionaire; the man his servant had stopped was a nobody, yet unknowingly he had become a figure in a mystery that was destined to shock all Europe. (Macaulay.) $1.75.

Yollop

By George Barr McCutcheon

The hero captures a burglar in his apartment, and while they are awaiting the leisurely arrival of the police, a conversation takes place which leads to strange confidences and almost incredible results. Why does a burglar burgle? The burglar tells the secret, and what he tells, leads Yollop, the hero, into strange complications. (Dodd, Mead.) $1

The House of Peril

By Louis Tracy

When the butler came to open up the drawing-room in a Fifth Avenue mansion one morning he found prostrate on the floor or sprawled over the tables the insensible forms of thirteen young men in evening dress. His disgust at what he first considered a night's debauch of the Ace Club, was presently changed to alarm at the discovery that his employer, Van Cortland, was dead and that something more than alcohol was apparently responsible for the condition of the others. The strange reception of the news of Van Cortland's murder by his fiancée and her concern over her brother, who was of the party, add to the mystification, which must not be spoiled for the reader. Suffice to say that Tracy, past-master of the detective tale, has again outdone himself. (Clode.) $1.50

FROM "THE HOUSE OF PERIL"
BY LOUIS TRACY
E. J. Clode

The Isle of Seven Moons

By Robert Gordon Anderson

With such a title as a lure who would hesitate to embark upon this romance of unchartered seas and untrodden shores? There is full measure of true love, bravery, murder, and mystery. As for the pace at which the tale is set, it is rapid enough for the most modern speed lovers. The story sweeps us from young love in New England to the high seas and the pursuit of a message in a waveborne bottle. Back it takes us to Massachusetts just in time to miss the tragedy of the wrong marriage for the heroine. Even then the suspense isn't over. (Putnam.) $1.90.

The Odds, and Other Stories

By Ethel M. Dell

Ethel M. Dell's novels are as well known to the reading public as the details of her private life are little known. There are seven short stories in this new volume, and as her readers know Miss Dell's short stories are miniature novels. Like those small smokes these short length novels are just the thing for between whiles. (Putnam.) $2.

Men of Affairs

By Roland Pertwee

Would you go thru Hell for $25,000? For three grim weeks young Dick Altar stood up against physical torture of the most fiendish ingenuity. And then, with body and reason nearly racked apart by the ordeal, the girl came to him—soft, clinging, with quivering lips—to win the secret he could not reveal. Was she successful? The answer is given in a well-told story of big finance. (Knopf.) $2

FICTION FAVORITES AT 75c.

The Top of the World
By Ethel M. Dell. Grosset.

The Portygee
By Joseph Lincoln. Burt.

Hills of Han
By Samuel Merwin. Burt.

Hungry Hearts
By Anzia Yezierska. Grosset.

Mary Wollaston
By Henry Kitchell Webster. Burt.

The City of Comrades
By Basil King. Grosset.

The Voice of the Pack
By Edison Marshall. Burt.

Meet 'Em With Shorty McCabe
By Sewell Ford. Grosset.

A Poor Wise Man
By Mary Roberts Rinehart. Burt.

The Bridge of Kisses
By Berta Ruck. Burt.

Doors of the Night

By Frank L. Packard

At eight o'clock of that evening Billy Kane was the respectable, law-abiding private secretary of rich old David Ellsworth, yet within the hour he stood accused of the most hideous murder, and, wounded and hunting refuge, found himself mistakenly accepted by the underworld of the East Side as their notorious leader, "The Rat." The adventures to which this mistaken identity led and the fight young Kane made to clear his name make a tale that will carry you past your station. (Doran.) $1.75

The Gay Whirl

The Rustle of Silk

By Cosmo Hamilton

Lola Breezy, the spoiled daughter of a watchmaker, finds teaching school a dull outlook, and has romantic dreams in which she sees herself as the reincarnation of an ancestress, Mme. de Brézé, a great statesman's favorite. She, too, would like to rise by her charm to figure as an unseen power in the state, to inspire some man of importance and bring the "rustle of silk" into his life. Her imagination is fascinated by a certain idealistic cabinet minister, estranged from his wife, and from that moment he is the marked-down victim, the destined prey. Altho the book is many-sided, the interest focuses on Lola and the webs she weaves to win the man she covets. (Little, Brown). $1.90.

Man and Maid

By Elinor Glyn

Mrs. Glyn portrays in her new novel a group of war-weary women steeped in pleasure and looking forward to the end of the war so that they may dance openly. The hero is an Englishman, crippled by the war, young, rich, handsome, cynical, his main occupation falling in love in a sophisticated worldly ways, his days given to women. In the course of the story a real love story develops and the hero finds where he least expects a tenderness and loveliness that he had thought impossible for him. The girl is English, in spite of the Paris setting of most of the tale, and there is a tantalizing mystery about her. (Lippincott.) $2.

The Beautiful and Damned

By F. Scott Fitzgerald

"This Side of Paradise" which turned a cold spotlight on flapperdom was one of the most talked of books of its season. Young Fitzgerald's new novel is the story of the love and marriage of Anthony Patch and the vivid beauty, Gloria; it reveals, with devastating satire, that wealthy, floating population which throngs the restaurants, cabarets, theaters, and hotels of our great cities, people adrift on a sea of luxury without the anchors of homes and the rudders of responsibilities. Fitzgerald shows in particular these two young people, Anthony and Gloria, of natural charm and beauty, cast upon this shining sea and drifting toward that awful whirlpool that may do worse than kill. (Scribner.) $2.

Dancers in the Dark

By Dorothy Speare

Here is a novel of the "Prom" girl and of her dancing partner, the college youth. It is the other side of Paradise, the girl's side. The author, who is a youthful graduate of Smith College, has been courageous enough to write a novel about the doings of the modern young girl. She gives a full-length portrait of the creature who is the despair of her elders, the bewitchment of her male contemporaries, and the dark doubt of her serious elder brother. (Doran.) $1.75

Then Came Molly

By Harriet V. C. Ogden

Miss Ogden tells of student life in New York's art colony, of the earnest, hard-working, competitive spirit as necessary to art as to business. Molly, the heroine fresh from a quiet, old-fashioned southern plantation, enters the yearly competition and a large part of the story concerns her battle to success against jealousy and misunderstanding. (Penn.) $1.75

FULL MEASURE OF THRILLS AT 75c.

The Man With Three Names
By Harold MacGrath. Grosset.

In the Onyx Lobby
By Carolyn Wells. Burt.

Trailin'
By Max Brand. Burt.

Rim o' the World
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Wyndham's Pal
By Harold Bindloss. Burt.

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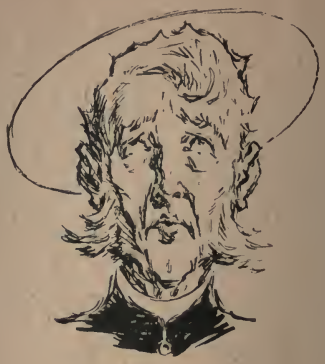
By Cyril McNeile. Grosset.

The Strange Case of Mortimer Fenley
By Louis Tracy. Grosset.

The Duke of Chimney Butte
By G. W. Ogden. Grosset.



Plaster Saints

By Frederic Arnold Kummer

There was a great gulf between the beauty disinherited, who had taken to the stage because it offered the best means for quick success, and her associates, but Tony Bernard failed to recognize it. To him she was just a woman and he had told her he was "crazy" about her. She was no plaster saint, she told herself, and a man like Bernard could help her stage career. It would be easy to capture and keep him at a distance. This is the situation in a novel which scores the pharisees who try to regulate the lives of others according to their own narrow notions. (Macaulay.) $1.75.

FROM "PLASTER SAINTS"
BY FREDERIC A. KUMMER
Macaulay Co.

Souls for Sale

By Rupert Hughes

The story of what happened to the daughter of a strict small-town clergyman who loves too well a young man killed in an accident before he can marry her. The eccentric old family physician, addicted to movies, plans for her a trip to California, the trip to include an imaginary marriage and widowhood. On the journey the heroine falls in with some motion-picture people. She plays a small part in their production and acquires a taste for the life of an actress. In the course of time and events she comes to Hollywood and finds love and a career. (Harper.) $2

FIND-YOURSELF BOOKS

Mental Shock Absorbers

In Harmony with Life

By Harriet Doan Prentiss

A mental and spiritual "shock absorber" for this age of adjustments and nervous unrest. It offers remedies to dispel doubt, nervousness, hypochrondria and other mental ills. (Lippincott.) $2

Making the House a Home

By Edgar A. Guest

The poet of the plain people writing in prose brings to every father and mother the understanding that all the joys, sorrows, and struggles of life are but character builders, and that it is only "a heap o' livin' in a house that makes it home." (Reilly & Lee). 75c.

Finding Youth

By Nelson Andrews

Sixty years is the age for finding youth, according to Nelson Andrews and his remarkable story is one of actual experience. It is an interesting account of the way in which this man took fate by storm, found work, and founded a community made up of other young men and women of his own age.
(Atlantic.) $1

Building A Career

By E. W. Weaver

Most people are interested in the character-formation and industrial status of boys and girls as a whole, whether they be parents, teachers, employers, welfare workers or Y. M. C. A. Secretaries. For them this book was primarily planned, so that they will be prepared to give constructive assistance at a time when it is most needed. It is not written as an experiment; it is the crystallization of experiences extending thru a quarter of a century in the life of its author, who is Lecturer on Vocational Guidance, Columbia University. In addition to assisting young workers to find their own aptitudes, it discusses the demands for labor and the opportunities for service in an average community; the requirements for success and the prospects in certain professions; and the relative advantages and disadvantages of several occupations.
(Association Press.) $2

Fundamental Conceptions of Psychoanalysis

By A. A. Brill

Dr. Brill, Freud's chief disciple and translator in America, is lecturer in psychoanalysis and abnormal psychology at New York University. His book, subtitled "An Elementary Survey," is a new statement of the Freudian doctrine of psychoanalysis made in non-technical language. Many who are unable to read Freud's own books will welome this popular exposition of his theories by a scientist of distinction. (Harcourt.) $2.50

Round Pegs in Square Holes

By Orison Swett Marden

This is a practical series of talks on finding the right niche in life by an author well-known for his inspirational works. The book is the product of thousands of letters from men and women seeking the right job. In many instances the writers were middle-aged persons who had found out too late that they were "round pegs." In anecdotal style Dr. Marden gives sound advice on such subjects as: The Tragedy of the Misfit, Looking for Something Easy, Following in Father's Footsteps, In Harmony with Your Job, Success after Failure, The Curse of Indecision, etc.
(Crowell.) $1.75

The Find Yourself Idea

By C. C. Robinson

The quiet hand-to-hand efforts and the Larger Find Yourself Campaigns have been based on the concept that there lies buried in society much high-grade talent that is never discovered, that much of the drifting in business and industry is caused by unwise selection, and that given a certain amount of information and courage from skilled men in the community, a boy can make, if he will, a reasonably scientific selection of his life work. Mr. Robinson, secretary for employed boys, International Committee of Young Men's Christian Associations, gives a brief statement of the purposes and practicability of vocational guidance, with many suggestions for making such work effective among older boys. He stresses two important points: the aim of vocational guidance is self-discovery; its method is scientific. Leaders of boys especially will find the book suggestive.
(Association Press.) $1.40

THE GREAT OUT-DOORS

Books Will Give You Seeing Eyes for its Delights

SUCH A DELIBERATE BIRD FROM "THE WILD HEART" BY EMMA LINDSAY SQUIER
Cosmopolitan Book Corporation

The Wild Heart

By Emma-Lindsay Squier

A grown-up book for children and a children's book for grown-ups—is one way of describing the record of the real experiences of a little boy and girl who lived not so very long ago on the shores of Puget Sound. It will show parents that all children cannot be run thru the same groove. Children will enjoy it for the adventures of the two little folks with the wild life about them. One of the chief messages of the book is to teach that any one with a sympathetic heart devoid of fear may fraternize with the creatures of the wood. The text has been delightfully illustrated will marginal drawings by Paul Bransom. (Cosmopolitan.) $2

The Open Spaces

By John C. Van Dyke

Professor Van Dyke, whom for years lovers of art have encountered in all the galleries from New York to Petrograd and lovers of adventure have found "in the open" everywhere, has the distinction of being an equal authority in the aesthetic and the out-doors field, equally at home with culture and the wild, a distinction due to an unusual sensitiveness to the beautiful, whether manifested in art or in life. His book is a record of his out-of-door life written with reminiscential enthusiasm. (Scribner.) $2

Trail Craft

By Dr. Claude P. Fordyce

If you are the sort of person to whom the words "roughing it" mean the pinnacle of happiness for an outing read this book; even if you are not, you'll be likely to get the virus of outdoor enthusiasm from this author who has experienced varied wilderness travel, is a member of the Sierra and Colorado Mountain Clubs and knows thoroly the great National Parks. The book gives a fund of information on equipment for both motor and mountaineering trips with details on first-aid and outdoor cooking. In a word, it tells how to meet the exigencies which might mar the success of your trip. (Stewart Kidd.) $2.50

The Minds and Manners of Wild Animals

By William T. Hornaday

Few individuals are more competent to explain animal intelligence than Mr. Hornaday, the Director of New York Zoological Park. He tells how animals talk, which are the most intelligent, of the wisdom of the serpent, the manlikeness of the chimpanzee, of animal morals, of their plays and pastimes, and of the outcasts and criminals among them. Further vivified by its many pictures, the book is one for all ages. (Scribner.) $2.50.

Tramping with A Poet in the Rockies

By Stephen Graham

The record of a tramping trip thru Glacier National Park and the Canadian Rockies, by Stephen Graham and the poet, Vachel Lindsay, both veteran trampers. What lover of the out of doors can resist the temptation to come along and share it with two such spirits keyed to appreciate nature! Perhaps the finest memories of the trip recorded are the conversations of these two men as they sat by roaring camp fires. (Appleton.) $2

More Beetles

By J. Henri Fabre

It is a peculiar characteristic of the writings of Fabre that they can at the same time rouse the admiration of the great naturalist and interest and delight the reader who is not in the least scientific. "More Beetles" is one of the few remaining volumes necessary to complete the translations of Fabre's work in English. (Dodd, Mead.) $2.50

AN ADELIE BENGUIN FROM "THE GREAT WHITE SOUTH" BY HERBERT G. PONTING
Robert M. McBride & Co.

The Great White South

By Herbert G. Ponting

The author was the official photographer of the famous Scott Expedition of 1910-13 which reached the South Pole. While part of the book is given up to an account of his own and his companions' adventures upon the expedition, a special and an important feature is the picture of Antarctic nature life. The pages are filled with anecdotes and observations of seals, gulls, penguins and other creatures indigenous to the Far South. There are 175 remarkable illustrations both from photographs and drawings. (McBride.) $7.50

Wild Folk

By Samuel Scoville, Jr.

Nature lovers know the author of "Everyday Adventures" both as a keen observer and a skilful interpreter of the outdoor world. This new book of true stories about the wild folk is written in the same friendly and engaging style as the earlier. It is an adventure book, too, full of the suppressed excitement of the out-of-doors, where drama is always going about on padded feet. The stealthy actors have been delightfully pictured by Charles Livingston Bull and Carton Moorepark. (Atlantic.) $2

Afoot In England

By W. H. Hudson

Whether Hudson writes of the weird beauty of the South American forest of his boyhood or of the more trodden paths of England, he never fails to produce vivid and realistic pictures. Those who remember the delightful story of his childhood told in "Far Away and Long Ago," will be eager to follow him "afoot in England." Never published in America and long out of print in England, this is regarded by his admirers as among the best of Mr. Hudson's books. Some of the chapters are: Wave, Wind, and Spirit: Summer Days on the Otter; Bath and Wells Revisited; In Praise of the Cow; Stonehenge; Salisbury and Its Doves; and An Old Road Leading Nowhere. (Knopf.) $3.50

The Sportsman's Workshop

By Warren H. Miller

Do you spend just as much of your time out of doors as the law allows? If so this handy little manual by the former editor of *Field and Stream* will make your mouth water. It tells you how to make everything necessary for out-door equipment. This manual has working drawings and complete descriptions for tent making, pack and trail gear, leather working, camp stoves and cook kits, rod repairing and lure making, decoys, shotgun shell reloading, rifle repairing and fitting with sights, sling strap, etc., it shows how to make a gun and rod cabinet, and how to equip a sportsman's workshop. (Stewart Kidd.) $1.75

The Amateur's Book of the Dahlia

By Mrs. Charles H. Stout

Lovers of that regal flower, the dahlia—and who today who dabbles in gardens at all is not—will welcome warmly this book by a well-known successful expert in dahlia production. It seems to cover just about all the points on which the amateur grower could ask information, concluding with a long and carefully classified and annotated list of varieties. As for the suggestions made for growing dahlias as house plants for winter blooming, you'll be sure to want to try them in the fall. (Doubleday.) $3.

THE MOOSE WAS A STRANGER AND A TRESPASSER FROM "WILD FOLK" BY SAMUEL SCOVILLE, JR.
Atlantic Monthly Press

LE SAGUENAY
FROM "THE LAURENTIANS"
BY T. M. LONGSTRETH
Century Co.

The Laurentians: The Hills of the Habitant

By T. Morris Longstreth

T. Morris Longstreth, who will be remembered for his "The Adirondacks" and "The Catskills," now presents a study of the Laurentians, an unspoiled wilderness, "a foreign country at our very doors," sparsely populated or rather interrupted here and there by hunters. Canadian drummers, Indians, Hudson's Bay Company factors and genuine habitants. The Canadian Government lent Mr. Longstreth airplanes for his exploring expeditions and he had help from trappers and fur traders. This book follows in general the lines of his earlier works. It is a cross between a glorified guide-book and a travel narrative. It has 16 illustrations. (Century.) $3.50

IS YOUR FAVORITE SPORT HERE?

Golf Clubs and How To Use Them
By Edward Ray. McBride. 75 c.

Driving, Approaching, Putting
By Edward Ray. McBride. 75 c.

Golf Facts for Young People
By Francis Ouimet. Century. $1.75

Present-Day Golf
By George Duncan and Bernard Darwin. Doran. $3

Golf From Two Sides
By R. & J. Wethered. Longmans. $3.50

The Art of Lawn Tennis. [Rev. ed.]
By W. T. Tilden, 2d. Doran. $2

Twenty Years of Lawn Tennis
By A. Wallis Myers. Doran. $3

Equitation [practical exercises in horsemanship]
By H. L. de Bussigny. Houghton. $7.50

Basket Ball
By C. D. Wardlaw. Scribner. $2

Trout Fishing for the Beginner
By Richard Clapham. Stokes. $1.25

Mostly About Trout
By Sir George Aston. Houghton. $2.50

The Book of the Pike
By O. W. Smith. Stewart Kidd.

Beyond Shanghai

By Harold Speakman

This record of a comparatively brief visit to China reveals the peculiar charm of the country from the point of view of one who lived with the people under their own conditions, penetrating into their life, perhaps not deeply, but outside the beat of the general tourist. Landing at Shanghai, the author began his journey on a houseboat, watching the panorama as it slipped by. Later he secured a studio and painted, for Mr. Speakman is primarily an artist whose decorative work has been an important feature in previous books. The book is a succession of picturesque and brightly-colored incidents, and the author's paintings, eight in all, beautifully reproduced in color, add to its attractiveness. (Abingdon.) $2

Adventures in Angling

By Van Campen Heilner

Few angling writers in the world today have had as much experience in their line as Van Campen Heilner, whose name is familiar to readers of *Field and Stream, National Geographic, Wide World,* etc. Here is an account of thrilling salt water fishing experiences with big game fish both in the Atlantic and the Pacific. The author has made the record even more vivid with his photographs. There are also illustrations in color from paintings by Frank Stick. (Stewart Kidd.) $3; $8.50

Gardening With Brains

By Henry T. Finck

This "readable guide for lovers of choice flowers and juicy vegetables" is about as far removed from the conventional gardening manual as you can well imagine. The chapter headings alone prove that, for example: "Rapid Transit to the Table;" "When Vegetables Get Pneumonia," "Morals of Elm Trees and Cut Worms" and "Are Pigs Genuine Epicures?" All the facts about successful gardening are here, however, the result of the author's fifty years' experience, all given so as to make delightful reading. (Harper.) $2.50

NO FISH STORY
FROM "ADVENTURES IN ANGLING"
BY VAN CAMPEN HEILNER
Stewart Kidd

The Automobile Blue Book

Delayed meals, the descent of darkness at the most beautiful stretches of scenery, the full house at the inn, every motorist has experienced these and many more discomforts as the result of some piece of misinformation picked up along the road. The "Automobile Blue Book" takes the guess out of motoring. It will tell the motorist how to go to any place, what roads to take and which to avoid, distances to a fraction of a mile, ferry and steamship schedules, traffic regulations, where to put up and where to find garage accommodations; it describes everything worth seeing en route; gives warning of curves and dangerous crossings; tells briefly all about the country. Just throw in a good car and congenial company and what more is necessary for an ideal vacation on the road! The 1922 editions covering the entire country in four volumes: (1) N. Y. and New England; (2) Middle Atlantic and South Eastern; (3) Middle Western; (4) Western and Transcontinental are now ready. (Grosset & D.) ea $4

My American Diary

By Clare Sheridan

Since Clare Sheridan arrived in America and published her "Mayfair to Moscow," whatever she does and says has become news. This English-American society woman, the cousin of Winston Churchill, describes her visits to the homes of the Vanderbilts, the Whitneys, the Otto Kahns, the Morgans, and her adventures in America from New York to Mexico and back again by way of California. The diary is more than an intimate chronicle of American social life as it reveals Clare Sheridan, the woman and artist. (Boni & L.) $2.50

The Evolution of Long Island

By Ralph H. Gabriel

Beginning with geologic time, Professor Gabriel brings the history of Long Island down thru the old whalers, smugglers, and pirates to the present playground of New York with its magnificent country estates and highways. (Yale.) $2.50

Inspired Golf

By R. B. Townshend

This little book is intended primarily for the man who is off his game—and what enthusiast isn't in just such a fix a good part of the time? Mr Townshend has written about the most common faults in a chatty, understanding way. (Holt.) $1

FOR SERIOUS MOODS

Books to Put You in Touch With Current Religious Questions

In His Image

By William Jennings Bryan

Mr. Bryan's challenge to Darwinism has aroused world wide comment. In this book he presents his own convictions while speaking for a segment of people for the most part unheard. His work is a vigorous appeal to revelation, to the Bible accepted literally as the supreme teacher. The subject matter of the book was first given in the form of lectures at Union Theological Seminary in 1921. (Revell.) $1.75

God—or Gorilla

By Alfred W. McCann

The purpose of this frank and far from gentle book is to dispel what the author calls "The ape-man hoax now scattering its corruptions thruout the world," or as its subtitle states it shows, "how the monkey theory of evolution exposes its own methods, refutes its own principles, denies its own inferences, disproves its own case." "That they [those who form public opinion] may be given an opportunity to comprehend the truly ridiculous character of the fictions they have been led to accept as 'demonstrated facts,' the writer," says the introduction, "has undertaken to present the case with all its astounding features as they have been acknowledged by the foremost scientists of Europe and America." (Devin-Adair.) $3

Painted Windows

By "A Gentleman with a Duster"

This new message from the author of "The Mirrors of Downing Street" and "The Glass of Fashion" is a very frank discussion of religion—of the chaos of opinion which exists in the modern church, illumined by the intimate, personal biographies of twelve great leaders of religious thought and by the writer's own logical conclusions. It is not a mere arraignment of the Christian religion, but on the contrary, a hopefully constructive book in which is sensed the approach of a new and creative epoch in human evolution. (Putnam.) $2.50.

The Wanderings of a Spiritualist

By Sir Arthur Conan Doyle

Those who were unable to hear Sir Arthur Conan Doyle lecture on the subject which has so closely claimed his attention since the war may read his views and the reasons for the faith in spiritualism that is in him set forth simply and without dogmatism or fanaticism. The book gives the accounts of his travels to other countries and his meetings with organized bodies of spiritualists all over the world. (Doran.) $2.50

With Earth and Sky

By William A. Quayle

Bishop Quayle's interpretations of nature have brought pleasure and comfort to many. These new essays: "Dandelions," "The Joy of Winter," "The Meadow Larks," "The Fun of Making a Garden," "Apple Orchard in Full Fruit," "The Curlew Call," etc., are full of the mystery of the recurring seasons and of the glory of flower and field, of mountains, meadow, river and prairie, of star and sun and cloud. (Abingdon.) $1.25

A Handful of Stars

By F. W. Boreham

The distinguished Australian preacher and essayist appropriates the title of his book from Caliban, who crys out: "Oh God, if you wish for our love, fling us a handful of stars." The "stars" are gathered together to make a companion to "A Bunch of Everlastings." These essay-sermons are from texts that have moved great minds: William Penn, Michael Faraday and others in the world of reality; Robinson Crusoe, Sydney Carton, etc., in the world of fiction. (Abingdon.) $1.75

The Open Fire and Other Essays

By William Valentine Kelley

A group of essays contributing to some of the vital discussions of this generation. In speaking of the contents of this book, the author remarks that these essays have some range and variety of theme, and that they are written in the spirit of Browning's lines:

'This world's no blot or blank;
It means intensely and means good.
To find its meaning is my meat and drink.'

(Abingdon.) $2

New Churches for Old

By John Haynes Holmes

In place of the old churches based on sectarian theological beliefs, the pastor of the Community Church of New York pleads for new churches based on democratic social idealism. These churches, which he calls Community Churches, would substitute for loyalty to the single denomination, loyalty to the social group; for a private group of worshippers held together by common theological ideas, the public group of citizens held together by common social interests; for restrictions of creed and ritual, the free spirit; for Christianity as a religion of special revelation, the idea of universal religion. (Dodd, Mead.) $2

PACK PLENTY OF POETRY

Poems and Plays Make Ideal Out-Door Reading

Down-Adown-Derry

By Walter de la Mare

In the new collection of de la Mare's poems about and for children, his verbal simplicity and music, and his whimsicality are delightfully expressed. Children, even if they miss the significance of some of the more subtle poems, will find this volume as interesting as any of their fairy books. It has been very beautifully illustrated by Dorothy P. Lathrop, an artist who thoroly understands the spirit of the poems. (Holt.) $3

ILLUSTRATING THE POEM "A-TISHOO" FROM DOWN-A-DOWN-DERRY BY WALTER DE LA MARE
Henry Holt & Company

The Anthology of Irish Verse

Compiled by Padraic Colum

The well-known Irish poet has aimed at making his anthology, from earliest sources to the present, on a novel plan. The poems are not grouped chronologically, nor according to an emotional order, but according to dominant moods. (Boni.) $3

The Veil and Other Poems

By Walter de la Mare

The work of Walter de la Mare is full of that strange magic which is the indefinable element of all true poetry. Reading it, one is conjured into a new world far beyond the reach of harsh externalities, a world concerned with life only in terms of beauty, fantasy and imagination—a child's world, in fact. This new volume was hailed in London as "graver, richer, more profound than his earlier work." (Holt.) $2

The Le Gallienne Book of English Verse

This collection brings together, as Mr. Le Gallienne says, as much of the best poetry as it is possible to include in one companionable volume. In time it extends from the tenth century to the present. Its convenient size and light weight contribute toward making this anthology by a real poet an ideal "take away" book to be read under the pines or from the depths of the canoe cushions. (Boni.) $3

Watchers of the Sky

By Alfred Noyes

Following the idea that the great scientists, discoverers and inventors are the torch bearers of the world, each receiving the torch of learning and carrying it forward until it must be passed to his successors, Noyes tells the wonderful stories of the astronomers—"The Watchers of the Sky." In his own words:

" . . . I sing
Of those who caught the pure Promethean fire
One from another, each crying as he went down
To one that waited, crowned with youth and joy—
Take thou the splendour, carry it out of sight
Into the great new age I must not know
Into the Great new realm I must not tread."

(Stokes.) $2.50

If

By Lord Dunsany

This play, concerning the powers of a magic crystal which undid ten years of a man's life and substituted ten other amazing years, has had a successful run in London and is soon to be produced in this country. The play is an Arabian Nights adventure, a mad fantastic vision of an Englishman transported by tricky chance, and the lure of feminine charm, to a land of upside-down morality, where the brazen images thirst for young blood. (Putnam.) $1.75

The Best Plays of 1920-1921 in America

By Burns Mantle

This yearbook by the dramatic critic of the New York *Evening Mail* does for the theatergoer, the producer, the playwright and the student of the drama what Mr. O'Brien's annuals do for the student of the short story. (Small, M.) $2

Sonnets to a Red-Haired Lady and Famous Love Affairs

FROM "SONNETS TO A RED-HAIRED LADY" BY DON MARQUIS
Doubleday, Page & Co.

These "Sonnets" as written by the gentleman with the blue beard are in the jovial columnist's burlesque vein. In part two he retells in rhyme love stories of King Cophetua and the Beggar Maid, Paris and Helen, Laura and Petrarch, Adam and Eve, and other famous love affairs. "Harlequin and Columbine" is a lyric in a serious mood. (Doubleday.) $1.75

He Who Gets Slapped

By Leonid Andreyev

This famous play, a remarkable summary of Andreyev's philosophy, has been unusually successful on the stage under the sponsorship of the Theater Guild. It is the bitter story of a man of great intellectual achievement forced by conditions to become a clown who draws laughs from the crowd by receiving the blows of his fellow performers. (Brentano.) $1.50.

A POEM A DAY KEEPS BOREDOM AWAY

Yellow Clover
By Katharine Lee Bates. Dutton. $2

Songs Out of Doors [New ed.]
By Henry Van Dyke. Scribner. $1.25

The Little Book of Society Verse
Comp. by H. C. Stearns and C. M. Fuess. Houghton. $1.75

Harlem Shadows
By Claude McKay. Harcourt. $1.35

Little Poems From the Greek
Translated by Walter Leaf. McBride. $1.75

Songs of the Glens of Antrim
By Moira O'Neill. Macmillan. $1.50

Book of Woman's Verse
By J. C. Squire. Oxford. $3.75

Songs For Parents
By John Farrar. Yale. $1.25

The Fire Bird
By Gene Stratton-Porter. Doubleday. $1.75

Wood Notes
By Mildred W. Stillman. Duffield. $1.25

Slabs of the Sunburnt West

By Carl Sandburg

Three longer poems: "Slabs of the Sunburnt West," "And So Today" (a poem to The Unknown Soldier), and "The Windy City" are the backbone of this new volume. Two dozen lyrics heighten the effect of Sandburg's ripened art. (Harcourt.) $1.75

Seeds of Time

By John Drinkwater

Mr. Drinkwater is widely known in this country as the author of "Abraham Lincoln," two later dramas, "Oliver Cromwell" and "Mary Stuart," and his "Poems." The new poems are in the same contemplative mood of the last, "poems that everyone can appreciate for their literary merit and can understand for their brave message of things to be." (Houghton.) $1.25.

Courtesy of the Chicago *Daily News*

WHEN SANBURG READS
HIS LATEST IS "SLABS OF THE SUNBURNT WEST"
Harcourt

"WHAT IS THE USE OF A BOOK WITHOUT PICTURES?" SAID ALICE

By Hendrik Willem van Loon

Author of "The Story of Mankind"

A SHORT while ago, Heywood Broun printed a story which he had picked up during one of his metropolitan peregrinations.

One day, the Devil and his First Assistant were taking a walk. On the other side of the street they spied an Honest Citizen, quietly pursuing his own affairs.

Suddenly the Honest Citizen stopped. In the rubbish of the gutter he had seen a little chunk of Truth. Tenderly he lifted it to his breast and carefully he hid it behind his shabby coat.

The First Assistant Devil was greatly perturbed.

"Most Worshipful Master," he said, "this is a terrible thing. That man has got hold of a bit of truth. He may ruin our business."

But the Devil quietly flicked the ashes of his Camel and smiled angelically.

"That fellow won't do us any harm," he replied, "I shall tempt him to 'organize.'"

We have often thought of that yarn when people came to us and asked us what we were going to do with our so-called "New History."

We usually answered nothing.

Then they said, "But you must work it out into a regular school of history with textbooks and questions and quizzes and "hints to teachers."

And then we whispered, "Good Lord," and left by the nearest door or window.

It would be very foolish to deny that the sudden and wholly unexpected success of the "Story of Mankind" has been anything but pleasant.

At the same time, we must admit that we often feel like a donkey when we are hailed as a Messiah of a new and better day in the Elysian Fields of History.

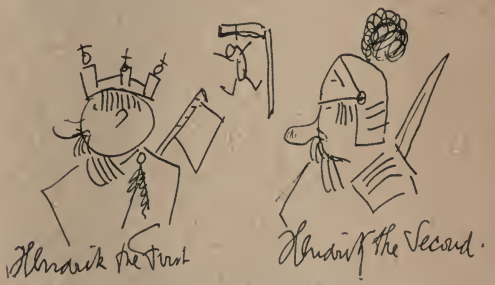
The dawn of that new and better day had risen when Beard and Robinson and Breasted gave us their excellent textbooks, which covered Ancient, Mediaeval, Modern and American History.

We only added a few pictures to the historical landscape which was already familiar to most teachers and to many pupils. Perhaps it may serve a good purpose to state how we came to write these twofold histories.

When we were an even younger child than we are today, we used to love to draw. Our pictures were very bad, but they pleased us. The public-school methods of our native land did not allow us to waste paper for this purpose when we ought to be declining Greek verbs. (At the age of eleven, eight hours per week for six years!) We were not supposed to depict the splendors of the Acropolis.

We remember a tragic day of open conflict. For some obscure reason it was thought desirable that all little Dutch kids should know the names of all the counts of Holland from 922 to I-have-forgotten-when. Most of these worthies were so terribly dead that even their graves were unknown. All the same, we had to learn them by heart, both forward and backward.

The names alone told me nothing, and so I drew pictures of these old fellows with enormous noses and queer helmets. This bit of historical hieroglyphics was discovered in my desk, and I was duly punished by writing one hundred times, "I must not draw pictures during the lesson."



Since then I have been dragged thru every sort of school, academy and university. My memory—or rather the mussy substance which the Gods gave me as such—has been filled with more useless facts than are asked every year in a General Information Examination of Bryn Mawr College, and that, speaking in the Weaverese of our dear Mayor, is "saying a mouthful."

Finally my memory looked like the room of a Sophomore on the morning after Junior week. It was necessary to reestablish a semblance of order.

By that time I had grown so big that I could no longer be punished. No one could prevent me from drawing all the pictures in the world. And so I set to work and classified my information with the help of a pen and a bottle of Higgins' ink. In those days I had a strong ambition to become a college professor. I therefore wrote several serious

books, the sort of learned tomes which eventually bring promotion. In my spare moments I drew illustrated histories. The first of these was done one summer in the Adirondacks. It was a history of the discovery of America. I had no pen, and so I hit upon the idea of using matches. For some reason or other the manuscript finally wandered into the hands of the late Lord Bryce. The old gentleman was possessed of a great deal of humor. The world only knew him as the author of "The American Commonwealth," but he really could be quite funny. He asked me why I did not work the idea out into a regular book. I had my doubts. Could I ever find a publisher?

All the same, I wrote and drew two more histories; one, a "Short History of Discovery," and one a "History of England." Then I sent them to all the publishers in these United States, and they all said "Nay."

But one day, Louis Fuertes, the man who paints birds and besides does everything and does it better than any one else, gave a party, and F. P. A. and Beck, the color-print man from Philadelphia, happened to come to my office (in those days I was disturbing the peace and quiet of Cornell by teaching history in that University. For further particulars, ask the oldest residents) and they saw this queer book and Beck said that he knew a man in Philadelphia who might take a strange thing like that. The man was the late David McKay. He took the "Short History of Discovery" and published it. I am mighty sorry that he did not live to see the success of the "Story of Mankind." Perhaps they have a copy of it in the Scotch Room in Heaven.

That seems to tell the whole story.

There is no profound secret hidden within the pages of my humble books. Any teacher can use the same method.

Of course, the teacher, having been taught too many things during too many years, may not be able to draw, but her pupils, who are fresh and untrained, suffer from no such handicap.

Let them revaluate the ordinary, everyday history into their own terms of castles and ships and horses and men, and History (with a capital H) will become a very human and absorbing subject of study. Above all, let them draw maps.

A good many of the Brethren of the Ancient Historical Guild object to my maps because "they are not correct." When I ask them whether our ordinary school maps (in which Greenland is as large as Asia) are correct, they say, "No, but we are accustomed to them, and your maps . . . well, anyway, we don't like them."

I never try to convince them. Anyone who ever discovers a tendency in me to preach a sermon has a perfect right to shoot me on sight. As it is, we have too many schools, too many "movements," too many "New Ideas."

The "Story of Mankind" carries no new message. It acknowledges and accepts the fact that the eye is in most instances a better guide than the ear.

But this was known to the little Greek boy, who three thousand years ago, filled his papyrus with little pothooks and curlicues, that he might remember the pedagogue's learned exhortations

The pedagogues have not changed.

Neither have the little boys

It would be unfair for us to judge the respective merits of this age-old quarrel By trade and profession, we are one of the pedagogues. By natural inclination and by preference, we belong to the unruly tribe of the kids.

We are sincerely sorry. But (quoting Dr. Martin Luther and Professor Woodrow Wilson) "God helping us, we can do no otherwise."

And so we accept our fate. And have taken a job with the Baltimore *Sun*, where they let us waste the old Higgins' Ink by the gallon.

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Europe—Whither Bound

By Stephen Graham

There is no shrewder, more independent observer of what recent years have brought to Europe than this well-known traveler and recorder of impressions. Europe, he believes, has begun a rapid decline, yet there is hope for recovery. In order to find the ground for hope, Mr. Graham undertook a tour from capital to capital. The impressions and conclusions from this first-hand contact make a detailed picture of Europe of today. (Appleton.) $2

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By Frazier Hunt

Frazier Hunt has used the bird's-eye method with pleasant effectiveness. In a dozen "close-up" chapters he takes the reader with him, literally from "Greenland's icy" to "India's coral" and to a number of intervening places and thus builds up a vivid picture of a world in ferment. Not only did Mr. Hunt interview Mahatma Gandhi and the other leaders, but he went among the common people, the taos, the fellaheens, the coolies, the peasants, and everywhere he found the same longing for liberty. He tells his story for the average American, who is not concerned with conquests and treaties, but who looks with kindly eye on the under-dog. (Bobbs-Merrill.) $2.50

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These lectures describe the general type of international relationship in ancient, medieval, and early modern history; the conditions that directly culminated in the Great War; the relations other than political, such as those of production, commerce, transportation, and finance; and, finally they discuss the causes of war and of the methods of averting them. These studies are the product of ripe scholarship to be expected from the author of "The Holy Roman Empire." They are distinguished by broad practical experience of the writer and they show that tolerance, penetration, that familiarity with men and events which can come from an astute and sympathetic investigator. (Macmillan.) $2.50.

A Revision of the Treaty

By John Maynard Keynes

The smoke clearing from the field of battle over the issues raised by "The Economic Consequences of the Peace" disclosed Mr. Keynes with a solidly established reputation as a soothsayer, and so many of his forecasts have been verified in the course of events in the past two years that his present drastic proposals will undoubtedly be sure of respectful attention. His new book is in reality a sequel to "The Consequences." The first part is an account of the significant events of the past two years; the second makes far-reaching and definite suggestions for the settlement of the world-wide economic and financial turmoil. (Harcourt.) $2.

The Story of the Irish Nation

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This is a sympathetic history of the Irish by an Irishman, the literary editor of *The New Republic.* It is based upon fifteen years of investigation of sources; and it is dramatic and colorful. The book aims to go behind political history, to reach the human and popular forces that have made Ireland what it is. Mr. Hackett touches mainly the high lights, but he crowds a rich wealth of detail into the backgrounds of his canvas. Anyone who has read and digested this volume knows more than he realizes about the whole Irish question. (Century.) $2.50

Old Europe's Suicide

By Brigadier-General C. B. Thomson

The writer of this brief history of Europe was a General Staff officer at the British War Office from 1911 to 1914; attached to General Headquarters in France from 1914 to 1915; military attaché in the Balkans from 1915 to 1917, and attached as a British military representative to the Supreme War Council at Versailles, 1918 to 1919. He has interpolated the record of events with verbal sketches of life in the Balkans and vivid descriptive passages. (Seltzer.) $2

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Colonel Repington's new book is a continuation in diary form of his famous "The First World War," and written in the same vein. During the period covered by this volume, Colonel Repington visited the capitals of the Western world and talked with the leading personalities he paints, is like calling the roll To read the list of men and women whose personalities he paints, is like calling the roll of contemporary public figures. His picture of the world of today in the process of reconstruction ends with a first-hand account of the Washington Conference.
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It has remained for Mr. Thompson to clarify the mutual understanding of the Latin and Saxon peoples of the North American continent by a frank comparison of their mental processes and an analysis of the Mexican mentality. Along with his analysis there is a running commentary on the curious and quaint customs of Mexican life. The racial traits are illustrated by anecdotes and incidents, the habits and customs—so often disconcerting and annoying to the traveler or to the person seeking to establish business relations because not understood or appreciated—are explained and traced back, and shown to be based on fixed national habits of thought.
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Peace and Bread in Time of War

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The attitude of Miss Addams during the Great War is one that most Americans respect for its courage, altho they may not agree with her theories. Her new book is an intimate history of the efforts for peace made by her little group of women associates in the United States, and of their connection with the women of other countries, as they became organized together into the Women's International League for Peace and Freedom. The title, originally a touching slogan of war-weary Russian peasants, was chosen, Miss Addams tells us, "because peace and bread became inseparably associated in my mind." (Macmillan.) $2

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The Princess de Chimay, from whom this record came thru family connections to Princess Bibesco, who writes the introduction, was a daughter of Napoleon by the beautiful Madame de Pellapra of Lyons—a fact seemingly known to many at the time, tho apparently not to the author of these memoirs herself until she was well advanced toward womanhood. Brought up with the utmost care and in surroundings more than ordinarily luxurious, she was an an attractive and much admired figure in the social life of her time. Tho pathos and even tragedy entered into her life at times, her memoirs are full of the joy of living, of witty comment and of charming pictures of French domestic life. (Scribner.) $2

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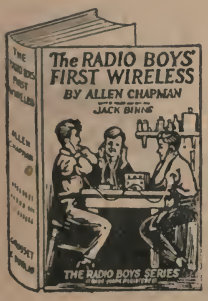

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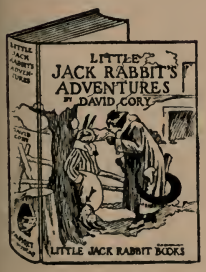

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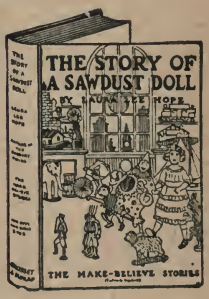

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Tetrazzini, the singer, has but said farewell to America; now Tetrazzini, the writer, unfolds the life of a remarkable personality and the tale of an amazing career. She was a prima donna at sixteen, in but a short time, the sensation of Petrograd and London. South America and the United States. Her book has a message for young singers and a special interest for opera lovers. It covers her triumphs in many cities and introduces many prominent figures in the world of music, especially in operatic circles. (Dorrance.) $4

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VACATION BOOKS FOR BOYS AND GIRLS

By

Mary E. S. Root

Children's Librarian

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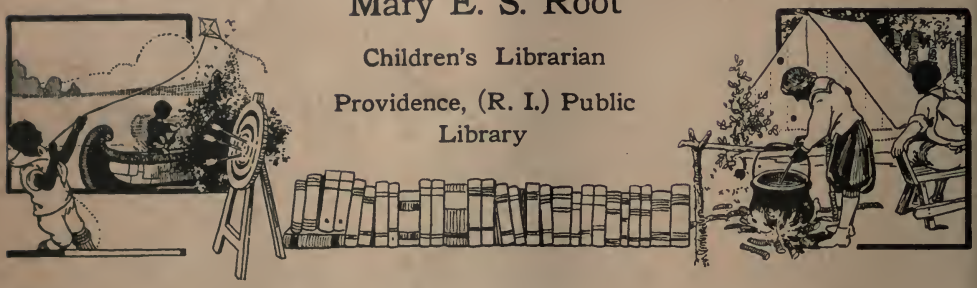

VACATION time is drawing near. Schools are prearing lists for summer reading with "school credit." Bulging trunks stand before perplexed parents and discards are inevitable. "Are books necessary?"

Recently I heard a prominent New York social worker remark, "In my trip here from New York two very attractive young girls had chairs opposite mine. They were "good to look at." But as time wore on they seemed to lack something, to evidence a poverty of interests. They didn't read, didn't talk to a purpose, their faces seemed to be soulless. I felt sorry for the poor things."

Again recently during a conversation a father remarked, "I am going away to our summer place armed with books. The special group of young people I am interested in hang around and don't seem to know how to talk. If I can get them all to read one book, and it can furnish some common topic of conversation I shall be happy."

One recalls Paul in Allen Harker's "Paul and Fiammetta." Paul had a passion for books. He could tear the heart out of a book while some one else was looking at the title page. He judged his mother's guests by their luggage: would it contain books or clothes? "We'll go and see, Tonks," he would whisper to his invisible companion, "but I don't think there'll be much. It's dull looking luggage." But whether the visitor brought many books or few, Paul always read them. Paul could talk, he had many interests, he had been exposed to books.

An excellent thought to keep before young people is, that there are three grades of people—those that talk about ideals, those that talk about things, and those that talk about people. It is for us to choose where our children are to be classified. Books are a very potent factor in enlarging horizons. One can't imagine a child nourished on books of the type listed in Grace Hazard Conkling's "Imagination and Children's Reading" and freely exposed afterwards to a very wide range of reading who could have a "poverty of interests."

We are, as parents, more or less "movie" or motor mad, or golf or radio or pleasure-seeking mad, and it reacts on our children. Let us have less restlessness in our home circle, let's see to it that packed trunks are not "dull luggage" and that we don't hoist responsibility for their reading on to schools.

A book for the family circle is Van Loon's "Story of Mankind." Its chapter on a New World is heartening to youth and age, and the history bibliography fills gaps.

Young people frankly like to be up-to-date, so form with your sports club, a drama club. Some young folks I know, were keenly interested last summer in reading modern plays like Lord Dunsany's "Night At An Inn," Beulah Dix's "Allison's Lad," Stuart Walker's "Six who Pass While the Lentils Boil," and Barrie's "The Old Lady Shows her Medals." Parts were assigned, one rehearsal only required before the weekly public reading, and the young people were always searching for new material.

Nor is it such a far journey as one would think for young brains from Colonel Cody's "Autobiography of Buffalo Bill" to Duncan's "Dr. Grenfell's Parish," Hall's "High Adventure," Pickett's "Heart of a Soldier," Paine's "Short Life of Mark Twain" or even Strachey's "Queen Victoria." Another approach to "Queen Victoria" would be thru the little play "The Queen, God Bless Her" in Laurence Housman's "Angels and Ministers."

We agree emphatically with William Hazlitt when he says, "I do not think altogether the worse of a book for having survived the author a generation or two" yet we may have to break thru some walls guardedly if the love of books has become strangled. "The prince always has to break thru briars to kiss the Sleeping Beauty awake."

DM

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New Books I Have Enjoyed

THERE is a love and mystery story by Elizabeth Jordan just from the press. It is called "The Blue Circle," and it is warranted to mystify, thrill and delight. Miss Jordan, author also of "The Girl in the Mirror," is an expert practitioner of the love-mystery story. Her plots are original and her style is without a single yawn.

The Western story continues to fascinate its thousands. Maybe it's the appeal of their outdoor settings to shut-in folks of the cities and towns. "Shoe-Bar Stratton," by Joseph B. Ames, is a rattling good story of the Texas cow country. It will carry any reader to the page marked "The End," and he will be glad he made the trip.

The most widely and passionately discussed novel of the present book season is T. S. Stribling's "Birthright." Wherever alert reading people gather they talk about "Birthright" and sometimes almost fight about "Birthright." Heywood Broun, in his column in The New York World, has been hearing both sides of the question in stormy letters from his readers. Well, it's a great book, and not to have read it is to be a mile or so in the rear of the bandwagon.

"Better than 'Moon Calf'" says Heywood Broun in The New York World about "The Road to the World" by Webb Waldron. Well, that's the sort of novel "The Road to the World" is, and it is without question one of the four or five finest pieces of full-length fiction published this season. It will be welcomed wildly by readers who like Hardy, Hergesheimer, Conrad, Hamsun, and their like.

The liveliest, most colorful, most absorbing romance of the mysterious East published in a long time is "Caravans By Night." Harry Hervey wrote it, and he deserves all the "hand" the critics are giving him. H. L. Mencken is enthusiastic about him. "He *can* tell a story," Mr. Mencken declares.

You have wanted to know the secrets of the drug store and the prescription counter—where the medicines come from, how they are made, how they are marketed; the romantic stories of the famous "patent" medicines, etc., etc. "The Story of Drugs," by H. C. Fuller of the Institute of Industrial Research, is the book you need.

There has just been published a book for which thousands of people must be waiting. It is a dependable history of Ireland by an Irish scholar written with the color and fire of a fine novel; and one which goes back to the beginning and comes up to the establishment of Ireland as a Free State. It is "The Story of the Irish Nation" by Francis Hackett, formerly Literary Editor of The New Republic.

Asia is at present much more important to us than any other large foreign section of the world. E. Alexander Powell's "Asia At the Crossroads" deals with Japan, Korea, China and the Philippines, and he is as interesting as he is informative. It is the most readable book on the Far East recently printed.

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The Play of Auction Hands

By E. E. Denison

After a sound discussion of fundamentals, Mr. Denison shows in a series of one hundred hands, the various forms of card strategy, together with the reasons that determine the play; thereby enabling one soon to enter into the higher pleasure of the game more fully than can be done from years of ordinary playing. The author was the winner of the closest whist tournament recorded, winning by a hundredth of a trick over his nearest competitor, the late J. B. Elwell, after sixteen weekly sessions of play (49.66 tricks to 49.65). (Lothrop.) $2

World's Classics

Pocket Edition

When the trunk is crammed to bursting and the pile of worthy tomes the summer traveler had planned to catch up on during his vacation still stands on the floor, then he blesses the handy little volumes that slip easily into hitherto undiscovered cracks. Again it is the light weight, easy-to-hold book that gets tucked into the rucksack, or under the canoe cushion to be brought out for the noon hour on the mountain top, by the trout brook, or for the lazy lounge by the side of the stream. The *World's Classics* were apparently made on purpose for the book lover on a holiday. Does he want to brush up his history, to mull over some favorite poem or essay, to recourt the Brontë sisters or George Eliot? He'll find them all in these delightful little volumes. The full list is to be had at the Booksellers, but just a few of the more recently added are three volumes in the English Prose selections: Wycliffe to Clarendon, Milton to Gray, Walpole to Lamb; that good old-time thriller, Wilkie Collins' "The Woman In White," the second series of "Selected Short Stories," and "Moby Dick," the fiery sea romance of Herman Melville, lately come into merited popularity. (Oxford.) (ea. 85c; leath. $1.50)

Journal of a Lady of Quality

Edited by Evangeline Walker Andrews and Charles M. Andrews

The narrative of a journey from Scotland to the West Indies, North Carolina, and Portugal, in the years 1774 to 1776. (Yale.) $3.50; $4

Over Weight? Guard Your Health

By Dr. Royal S. Copeland

Do you realize: Just what a person of your height should weigh at your age? That at all ages the overweights have a greater prospect of early death than have the underweights? That your weight often depends as much on *how* you eat as *what* you eat? That "bad skin" is caused by the same things that cause fatness, and natural beauty comes from combatting overweight in the right way? Dr. Copeland, Commissioner of Health, New York City, gives you the benefit of his experience on all these points in this book. (Cosmopolitan.) $1

Pieces of Hate

By Heywood Broun

Just the book for these in between times of the summer outing is this collection of short essays by the jovial columnist of the New York *World*. These clever comments on the topics of the times are culled from his contributions to the *World* and *Vanity Fair*. (Doran.) $2

THE BLIND LEADING THE BLIND
FROM "IT IS TO LAUGH" BY EDNA GEISTER
George H. Doran Co.

FLINT: The Story of a Trail

By Carolyn Sherwin Bailey **Price, $2.50**

One of the really big stories of the American Indian. Flint, a white boy captured in infancy by the Iroquois, is brought up as one of them. Submerged memories and white impulses struggle through the years against savage customs till grief over the sacrifice of his faithful dog persuades him to run away. His escape and capture by a rival tribe, his trials and adventures, and the final triumph of white blood over savage, furnish a story of unusual dramatic interest for boys of all ages. Illustrated by Chas. H. Lassell.

UNEXPLORED!

By Allen Chaffee. Illustrated by William van Dresser. Price, $1.50

This story deals with a department of U. S. Government Service little known to the average reader—the Forest Rangers of the West. The scene is laid in that wild region near Mt. Whitney marked "Unexplored" on the Government Survey Maps. The hero, with the aid of a speedy biplane, performs gallant rescues in the path of a great forest fire, and plays a vital part in capturing the incendiaries. A swiftly moving story which will appeal to every red-blooded boy.

RICK AND RUDDY AFLOAT

By Howard R. Garis. Illustrated by W. B. King. Price, $1.50

The third title of the "Rick and Ruddy Series" depicts in vivid fashion the further adventures of the lively Rick and his faithful dog, Ruddy. A cruise with Uncle Tod upon the motor boat "Sally" leads through many mysterious and interesting experiences. The brass bound box with its glistening contents, the strange fat Indian, sly Nick Slithers, the false attack, Rick and Ruddy's journey in the night over the foaming waters during an electrical storm, are only a few of the thrills that come from this exciting narrative.

PEP: The Story of a Brave Dog

By Clarence Hawkes. Illustrated by William van Dresser. Price,$.85

Every lover of dogs will treasure this book. Pep, a blue ribbon bull terrier, follows his master to France and plays his part in the great struggle. While some of the scenes are laid along the battle line, it is not a war tale, but a human interest story of a faithful and intelligent dog.

Bradley Quality Books

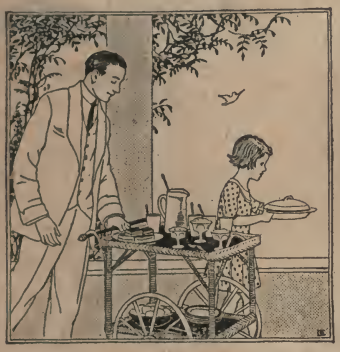
Milton Bradley Company, Springfield, Mass.

THE NATIONALLY ADVERTISED LINE

A Thousand Ways to Please a Family

By Louise Bennett Weaver and Helen Cowles Le Cron

If you remember Bettina, the bride, and how she pleased her husband, with fine and wholesome dishes, you will be interested in this new story of Bettina as mother, home maker and successful cook. It is a book to put new interest and vigor into your business of homekeeping. It contains "Bettina's Best Recipes," planned for four or more.
(Burt.) $2; leath. $3



TEA ON THE PORCH
FROM "A THOUSAND WAYS TO PLEASE A FAMILY"
BY L. B. WEAVER AND H. C. LECRON
A. L. Burt Co.

The Notion Counter

Do you want just the right volume to read aloud to the little group on the hotel piazza, on the rocks or under the pines, one that will evoke as hearty a laugh from the little woman with the embroidery hoop as from the head of the mathematics department of a woman's college? Then take along this "farrago of foibles" containing such whimsical and delicious bits as "My Wife's Address Book," "On Millinery," "Woman Versus Woman," etc. (Atlantic.) $1.

Nelson's New Century Library

The long summer days with their added hours of leisure afford the best possible opportunity for quiet thought and calm meditation. While ordinarily one thinks of light fiction in connection with summer reading, what better time is there to become acquainted with the philosophy and views of life expressed by our great thinkers? *Nelson's Library* offers a choice collection of such books. In addition to the essays of Stevenson, Emerson, Eliot, Thackeray, Marcus Aurelius, Epictetus already published in this library there are being issued this summer two new volumes of essays: "The Essays of Marcus Tullius Cicero," the great Roman man of letters of whom it has been said, "Such is the perfection of his writing that the normal prose style in all literature may be said to be Ciceronian," and Charles Lamb's delightful "The Essays of Elia and the Last Essays of Elia." These volumes are especially adapted for a quiet summer afternoon in the hammock, under a shady tree, because of their extreme daintiness of binding and lightness of weight. For those who wish fiction this library contains the novels of Dickens, Thackeray, Scott, Dumas, Hugo, and other standard authors. The volumes are only 4 x 6 inches and ½ inch thick, while the type is large and clear. The binding is a beautiful smooth, soft flexible leather. (Nelson.) ea. $2

Rosinante to the Road Again

By John Dos Passos

The provocative title, derived of course from the name of Don Quixote's famous mount, scarcely betrays the fact that this is not a novel but the adventures of two boon companions in Spain. There are descriptions of colorful scenes, of quiet interludes at wayside inns, of old towns, and open country, interspersed with observations on new currents in an ancient civilization. In this book of fresh impressions on a much misunderstood country, the author of "Three Soldiers" reveals himself in a new light. (Doran.) $2

The Pivot of Civilization

By Margaret Sanger

In his introduction to this book by the leading exponent of the birth control movement, H. G. Wells says in part: "There have been several able books published recently upon the question of birth control, from the points of view of a woman's personal life, and of married happiness, but I do not think there has been any book, as yet popularly accessible, presenting this matter from the point of view of the public good, and as a necessary step to the further improvement of human life as a whole. There has hitherto been rather too much personal emotion spent upon the business and far too little attention given to its broader aspects. Mrs. Sanger, with her extraordinary breadth of outlook and the real scientific quality of her mind, has lifted this question from out of the warm atmosphere of troubled domesticity to its proper level of a predominantly important human affair."
(Brentano.) $2

Cotswold Characters

By John Drinkwater

These character sketches have, of course, brought Mr. Drinkwater into comparison with Thomas Hardy, and it is a sterling tribute to the ability of the author of "Abraham Lincoln" that he has stood the test so well. "The Cotswold yeoman," he writes in a foreword, "is as unoriginal and as new and vital as an oak tree or a starry night." The opportunity to study him at first hand came when the poet, on a brief vacation, rented a cottage in the beautiful Cotswold country. The illustrations are by Paul Nash. (Yale.) $1.40

Best for Summer Reading

NELSON
New Century Library

Marcus Aurelius
Thackeray
Stevenson
Emerson
Dickens
Dumas
Eliot
Poe

Shakespeare
Browning
Rubaiyat
Epictetus
Trollope
Austen
Bacon
Hugo
Scott

New Century Style
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Old Style
Two Volumes

FITS THE POCKET
The type is the same in both

STANDARD AUTHORS *INDIA PAPER* *LARGE TYPE LIGHT WEIGHT* *SOFT LEATHER BINDINGS*

The Ideal Books for Summer Reading. A Pleasure to the Eyes and a Delight to the Mind. A Book to Suit Every Person and Every Mood

A Few Suggestions

For Thrills and Adventure — *Three Musketeers, Monte Cristo, Treasure Island*
For Light Comedy — *Pickwick Papers, Midsummer Nights' Dream*
For Historical Romance — *Tale of Two Cities, Virginians, Ivanhoe*
For Character Portrayal — *Silas Marner, Les Miserables, David Copperfield*
For Beautiful Poetry — *Robert and Elizabeth Browning, Child's Garden of Verses*
To Make You Think — *Emerson's Essays, Epictetus, Marcus Aurelius*

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WOULDN'T YOU LIKE TO LISTEN IN, TOO?
JACKET ILLUSTRATION FROM "THE RADIO BOYS' FIRST WIRELESS" (SEE PAGE 1578) BY ALLEN CHAPMAN
Grosset & Dunlap

NEW RADIO BOOKS

Tell How to Have a Little Radio in Your Home

Radio Telephony for Everyone
By L. M. Cockaday. Stokes, $1.50
Complete and thoro treatise.

The Complete Radio Book
By Raymond F. Yates. Century, $2
Popular in the best sense; written by the radio editor of the N. Y. *Evening Mail.*

Radio-Phone Receiving
By Nine Prominent Authorities. Van Nostrand, $1.50
A practical book covering all details in an interesting way.

Radio for Everybody
By A. C. Lescarboura. Scientific Amer. Pub. Co., $1.50
The first complete and authentic book on the subject.

Radio for Amateurs
By A. Hyatt Verrill. Dodd, M., $2
Up-to-date, concise, simply written; covering all phases.

Radio Hook-Ups
By M. B. Sleeper. Henley, 75 cts.
A book about receivers, amplifiers, transmitters, etc.

The Home Radio
By A. Hyatt Verrill. Harper, 75 cts.
A popular treatise for the novice.

Radio Telephony for Amateurs
By Stuart Ballantine. McKay, $1.50
Complete instructions for construction and erection.

The A B C of Vacuum Tubes
By E. H. Lewis. Henley, $1
Written particularly for the person who "knows nothing about radio."

Radio Receiving for Beginners
By R. T. Snodgrass and Victor Camp. Macmillan. $1
Amateurs can learn readily from this.

Amateur Radio
By Maurice J. Grainger. McCann, 50 cts.; $1
The how and why of wireless, with complete instructions on operating receiving outfits.

How to Make Commercial Type Radio Apparatus
By M. B. Sleeper. Henley, 75 cts.
Full of ideas for the design and construction of radio equipment.

Radioactivity and Radioactive Substances
By J. Chadwick. Putnam, 75 cts.
An introduction to the study of radioactive substances.

How to Make Things Electrical
U. P. C. Bk. Co. $2.50
A manual for the experimenter, giving radio facts he needs to know.

The New Science of Radio
By Donald Wilhelm. Doubleday.
A history of this new science which is revolutionizing the world's system of communication.

The Radio Experimenter's Handbook
By M. B. Sleeper. Henley, $1
Answering the practical problem of the beginner and the advanced student.

Radio
By John P. Irwin. Clode, $1.
A practical manual with questions and answers.

In Two Sections Section 2

The Publishers' Weekly

The American Book-Trade Journal

MAY 27, 1922

Summer Reading Number

Section One contains 100 pages of reviews, notes and announcements of Summer books for the vacation reader. For dealer distribution it can be purchased with imprint at $8 for 100, $17.50 for 250, $30 for 500 or $50 for 1000. Section Two is a 16 page book-trade supplement on summer selling.

The Season's Output

THIS issue of the PUBLISHERS' WEEKLY is the Summer Reading number, a special issue which has been an important feature for many years. As with the *Christmas Book-helf* in November, the issue is given up to lescriptions of new books, written from the oint of view of the consumer.

Beside the circulation to subscribers, scores f booksellers buy reprints of this issue with heir own imprint to be used in stimulating he summer business. The pages will be found o contain specially prepared descriptive notes overing about two hundred leading books, and bout as many more are given briefer listing. hese notes will be found valuable to all who andle books as well as those interested as urchasers.

Special care is taken in making the selection f titles so that it may include all the books at are to be of wide interest during the next ree months. The selection printed is made fter gathering the opinions of many book-llers to whom were sent a list of the whole ason's publications with the request to check e titles in all departments which they believed ould be of greatest interest. This co-opera-on from booksellers has been very valuable to e editors and in turn makes the list of more ceptional interest to the trade. Besides the ok section, there has been added this year ese special supplementary pages which will t be included in the reprinted editions of the mber and in which it is intended to give ggestions for the development of summer and cation trade.

The Summer Selling Campaign

WHILE the material and posters for the bookshop emphasis on books as gifts is still going out, the Committee has turned its attention to getting countrywide emphasis on the place of books in vacation plans. A poster in five colors by Mr. Norstad, who made last year's successful poster, has been printed and is again carrying that successful slogan, "Take Along A Book." The poster emphasizes the fact that children as

well as adults find pleasure in having books included in the plans, or, as the Boy Scout campaign is stating it, "Where Goes the Boy There Goes the Book."

The Committee is also urging booksellers to use the April poster "Back to Nature Books" again as giving a supplementary emphasis on the importance of books about nature to the other emphasis of the importance of books as diversion. The Boy Scouts of America are also supplying reprints of their interesting page on books in boys' camps which dealers can use to good advantage in their windows. There is also to be a striking silhouette by Ethel Taylor emphasizing the vacation spirit. All this material should greatly help the bookseller in putting the subject before his community.

Entertaining in Summer

MOST people at their summer homes or hotels have many pleasant responsibilities of entertaining—entertaining summer neighbors, guests at the same hotel or the friends of the children. There are many helpful books that have been published on these subjects, books that will help plan for outdoor festivities. indoor or piazza games or pleasant diversions for the young people. One or two books of this kind would prove a boon in July and August. There are also special problems of catering, as the food of summer needs its own special touch. Cook books with salads and special summer dainties or cooling drinks should be part of the suggestive displays in all bookstores.

Children and Out-of-Doors

A MOST helpful article for parents on the problems of summer reading for children has been prepared by Leonore St. John Power of the children's book room of the New York Public Library for the summer number of the *Children's Royal,* which has just gone to the magazine counters. Miss Power has been regularly supplying articles on children's reading for this attractive quarterly magazine which reaches a very large group of parents, and parents who are anxious to think carefully of their children's interest.

This article is entitled "Woodland Trails, Green Fields, Blue Skies," and emphasizes the inborn love of nature which is in every child and how each different age finds what it needs about nature and animals in the attractive books that are available. A list of about fifty books is supplied grouped under the headings "Outdoor Stories," "Animals of Field and Forest," "Field and Forest Butterflies, Birds, Bees and Insects," "Flowers, Trees and Gardens," "Outdoor Sports and Pastimes," "Camping and Woodcraft, and the Stars."

The titles have brief annotations, and the list would form an excellent one for any bookseller to use in reaching the parent. The fact that the titles have been selected by one of Miss Power's authoritative position will make the suggestions particularly acceptable to any father or mother and will make sure that they are enjoyed by the children.

In Sight of Sea

PERHAPS it might be argued that it is when the sea is not in sight that the impulse to read books about it is most strong but certain it is that booksellers find the demand for books of this type increasing in summer-time both from those who go down to the sea in cottages and those who go down to the sea in ships.

Not only are people on their vacation likely to add a sea book or two to their collection when they pack up, but friends who are giving books would look upon a selection from the best books of the sea as one of the most appropriate of gifts to be sent by mail or carried along for the week-end trip. A list that should be of help to the bookseller in preparing such suggested displays is the one that was printed two years ago as the outcome of a voting contest managed by the American Library Association at the time of the Merchant Marine exhibit. Over 250 titles were suggested for what was called the "Deep Sea Bookshelf" of which the first twenty-five were as follows:

Treasure Island by Robert Louis Stevenson.
Two Years Before the Mast by R. H. Dana.
Sea Wolf by Jack London.
Captains Courageous by Rudyard Kipling.
20,000 Leagues Under the Sea by Jules Verne.
Cruise of the Cachelot by Frank T. Bullen.
Under Sail by F. Riesenberg.
Mr. Midshipman Easy by Frederick Marryat.
Lord Jim by Joseph Conrad.
Nigger of the Narcissus by Joseph Conrad.
Typhoon by Joseph Conrad.
Robinson Crusoe by Daniel Defoe.
Wreck of the Grosvenor by W. Clarke Russell.
Westward Ho! by Charles Kingsley.
Toilers of the Sea by Victor Hugo.
Sailing Alone Around the World by J. Slocum.
Pilot by James Fenimore Cooper.
Dauber by John Masefield.
Kidnapped by Robert Louis Stevenson.
Seven Seas by Rudyard Kipling.
Salt Water Ballads by John Masefield.
Cruise of the Snark by Jack London.
Many Cargoes by W. W. Jacobs.
Moby Dick by Hermann Melville.
Youth by Joseph Conrad.

Everyone Is Interested In Vacation Books

THE bookseller who has found his full place in the life of his city is continuously conscious of the many forces around him helping to put books into circulation at all times of the year. It may be that he has thought of summer as a time when all these forces took a rest and that no voluntary book promotion was in the air when vacations began. As he checks up on the situation, however, he will begin to find that there are many agencies which are interested to see that books have their proper place in summer plans.

Many of these agencies already have book emphasis in mind, and many might be persuaded to give more attention to this if the subject were brought to their attention by the bookseller. Perhaps the Y. M. C. A. and the Y. W. C. A., in the bookseller's city, have not planned to include books in the preparation for their summer camps, and the directors would be interested to receive such a suggestion. The bookseller might even find some generous citizen who would like to make a present of books for such camp use.

There are in every city groups who manage fresh air homes and vacation places where books would not only be a great boon to the children but indirectly a great boon to the management in that reading would serve to keep the children occupied during many of the summer hours when there has been enough of play and tramping. For such a cause it ought to be the bookseller's business to find a donor or even a club or individual to see that books are available when they are so supremely useful. They would be in the same way valuable in a city hospital, where during the warm weather the hours hang heavily and children grow bored and restless.

BOOKS *for* the Week-end

Schools give serious attention to the summer reading of children. In many cases perhaps the teachers have not made as complete plans for reading suggestions as might be possible to arrange, and the bookseller might help by printing lists to be distributed in the schools, lists prepared either by the teacher or by the librarian. Lists given out in schoolrooms are not looked on today merely as extending winter's lessons into other months but as a guidance to the diversional reading of the child with the realization that his mental growth during the summer can be an important part of the educational program of the year.

The public libraries are always interested in seeing that books get their place in the community's plans for any time of the year, and many libraries make special preparations to serve their communities during the vacation period by extending the lending privileges, by helping people with vacation reading programs, by suggesting books on various parts of the country or by making up children's lists to be distributed in the schools.

No agency in the community will be more alert to the possibilities of the book than the Boy Scout organization, and the bookseller should have contact with the Scout executive and know as many of the Scout leaders as posible. The Boy Scouts of America are standing actively for vacation reading, and are making especially energetic efforts to give a stimulus to this subject this year, as is described in another column. With all these and other channels serving to increase the always natural summer tendency for reading, the bookseller who looks upon June as a time to prepare the worst instead of for real selling is wasting golden opportunities.

Window Displays in the Hot Weather

By Ernest A. Dench

SUMMER is not a time when people give up reading for outdoor recreations; some of the slump in book sales is due to the retailer's tardiness in making use of timely salesmanship suggestions. A great deal of reading is done in the summer time, especially by people on vacations and week-end trips. If the bookseller can get these people into his store before they leave home for their summer vacations he will be pleased at the number of sales he can make.

Some ideas for window displays and newspaper advertisements are given below:

The Book Bon Voyage

There is that long train or steamer ride that is tiresome to most folks. Many people like to surprise their parting friends or relatives with a bon voyage basket. A Maine bookseller offered a combination basket of flowers, the latest novel and three current issues of popular magazines. The basket was displayed at the front center, backed up by the following card:

"YOU'LL MAKE YOURSELF STRONG WITH YOUR FRIENDS IF YOU GIVE THEM A BON VOYAGE PACKAGE."

The window, draped in orange and white, also contained prominent exhibits of the latest books and magazines.

Brentano's is taking continuous space in the local papers to offer Bon Voyage parcels of books at $5.00, $10.00 and $15.00 apiece, and the same idea could be applied to any bookseller's window display.

Getting Advance Orders for New Fiction

Davis and Banister, of Worcester, tried a way of getting advance orders for August publications for a new fiction work. Last July, for instance, they displayed one of the early fall novels on a card at the rear of the window.

"THIS BOOK WILL BE PUBLISHED AUGUST 17. PLACE YOUR ORDER NOW AND WE WILL DELIVER ON DAY OF PUBLICATION."

An Appeal to Summer Students

Harvard University Bookstore of Cambridge goes after the summer student trade with window cards:

"SUMMER SCHOOL STUDENTS—A BOOK STORE SINCE 1847.

WE HAVE THE BOOKS YOU WANT AND WE WANT TO SERVE YOU."

Summer Literary Meals

The Edward P. Judd Co., New Haven, Conn., put across a new idea in a summer book display. A card at the center boldy read:

"SUMMER BOOK SUGGESTIONS FOR LITERARY MEALS."

MENU I:

AN AFRICAN ADVENTURE	$ 5.00
TALES FROM A ROLL TOP DESK	1.75
EMPEROR JONES	2.00
QUEEN VICTORIA	5.00
MOONS OF GRANDEUR	2.00
	$15.75

Each book "menu" was spread out separately on the floor.

The menus were arranged according to various tastes, and there were "menus" for the young as well as the old.

Pushing Outdoor Books

Books on outdoor subjects were offered in a newspaper announcement by John Wanamaker's, New York. The copy ran:

"BOOKS FOR OUT OF DOORS

VIVID AND EXPRESSIVE—VOLUMES INSPIRED BY BIRDS, FLOWERS, BEES, CAMPING, FISHING, AND THE THOUSAND AND ONE SUBJECTS DEVOTED TO LIFE IN THE OPEN.

BOOKS SPECIALIZING ON A PARTICULAR PHASE OF OUTDOOR LIFE; OR THOSE ON OUTDOORS IN GENERAL."

Using the Packing Cases

McDevitt-Wilson's, Inc., New York City had a display in which the books were shown in their original packing cases. Each case was open at the side, exposing the books to view with two copies of the books displayed on the top of each case. The exhibit served to show that the books were selling in large quantities.

The Restless Sex

Argersinger's, Gloversville, N. Y., tied up a fiction display with the local presentation of a photoplay entitled "The Restless Sex." The window was arranged as a typical living room with a wax figure of a woman seated on a couch, holding a popular novel in her hand. Another woman, standing nearby, was apparently asking her friend's impression of the book. A card at the side announced that—

"OUR BOOKS WILL CALM THE RESTLESS SEX."

Copies of latest novels were scattered about the floor, along with scenes from the film.

Featuring Roosevelt's Books

The Greenman Book Store, Kansas City, Mo., featured Theodore Roosevelt's books in a window display. The display had a very cooling atmosphere, especially on a warm summer day. The painted background depicted Mount McKinley, surrounded at the lower heights by fir trees, with snow covering the mountain slopes. A sign at the top rear read:

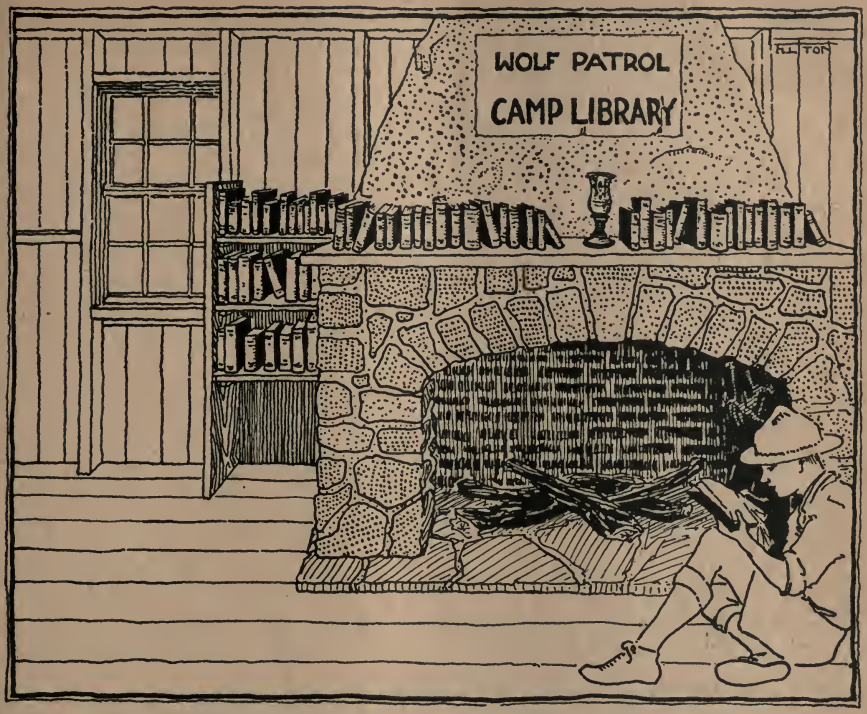
"FROM GREENLAND'S ICY MOUNTAINS TO MT. MCKINLEY."

Down in front was the following sign:

"THE TEDDY ROOSEVELT BOOKS CAN NEVER BE SNOWED UNDER."

Take a Book to Camp

Boy Scout Organization Backs a Program of Vacation Reading



A SPLENDID piece of reading promotion, such as always characterizes any effort lanned by Franklin K. Mathiews, is a full age book display and design in the *Boys ife* magazine of July, which reaches the agazine counters on the 15th of June. Mr. Iathiews has behind him the enthusiasm of e whole Boy Scout organization in trying give dramatic and really effective publicity the idea of the place of books in the com-letely organized boys' camp. This idea will e carried to the executives in all cities and ill reach tens of thousands of boys thru the ages of their magazine.

Mr. Mathiews decided that to get the reading lea over the best thing to do was, in-ead of printing a list in tabulated column, visualize the books themselves so that the oys could picture themselves as picking a ook from a shelf and enjoying it under the ees. This effect has been obtained by having artist make a full page drawing, picturing vo boys under the trees reading, and in a it-out covering two columns there is a photo-raph of a three-shelf bookcase made of irch, such a bookcase as might well be and ought to be in the headquarters house of a fully organized camp.

On the shelves of this bookcase has been arranged an actual collection of books made by Mr. Mathiews of seventy-two books. These have been photographed so clearly that the name of each book is readable, and in this way a selected list is visualized to the boys or to their parents or Scout leader in a way that no column of type could do. Booksellers can take this page from the *Boys Life,* when it arrives, for display purposes. Separate copies with its splendid heading, "Take A Book To Camp" have been printed up by *Boys Life* and have been mailed to all the book-sellers and libraries on the list of the Year Round Bookselling Campaign as well as to 600 Scout leaders. The list of books that Mr. Mathiews selected for a camp library is as follows:

Handbook for Boys.
Beaver Stream Camp by Dugmore.
The Boy's Camp Book by E. Cave.
Bird Guide by Chester F. Reed.
Flower Guide by Chester F. Reed.
Tree Guide by Julia F. Rogers.
Butterfly Guide by W. J. Holland.
Harper's Camping and Scouting.

The Boy Scout's Hike Book by E. Cave.
Tom Slade at Temple Camp by Percy K. Fitzhugh.
Boy Scouts' Life of Lincoln by Ida M. Tarbell.
Along the Mohawk Trail by Percy K. Fitzhugh.
The Young Trailers by Joseph A. Altsheler.
Roy Blakeley's Adventures in Camp by Percy K. Fitzhugh.
The Raisin Creek Exploring Club by Ernest Ingersoll.
Camp Cooking by Horace Kephart.
Swimming and Watermanship by L. de B. Handley.
First Aid for Boys by Cole and Ernst.
The Last of the Mohicans by J. Fenimore Cooper
Scouting With Kit Carson by Everett T. Tomlinson.
The Boy Scout and Other Stories for Boys by Richard Harding Davis.
The Book of Stars by A. F. Collins.
Scouting With Daniel Boone by Everett T. Tomlinson.
The Mystery of Ram Island by Joseph B. Ames.
Don Strong of the Wolf Patrol by William Heyliger.
Shelters, Shacks and Shanties by Dan Beard.
Flowers and Ferns in their Haunts by Mabel Osgood Wright.
What Bird Is That? by Frank M. Chapman.
Jim, The Story of a Backwoods Police Dog by C. D. G. Roberts.
The Boy Scouts of Bob's Hill by Charles Pierce Burton.
Pee-Wee Harris by Percy K, Fitzhugh.
American Boys' Handbook of Camp-lore and Woodcraft by Dan Beard.
Adventures of Billy Topsail by Norman Duncan.
Shaggy Coat by Clarence Hawkes.
Animal Heroes by Ernest Thompson Seton.
The Boy Scout Trail Blazers by F. H. Cheley.
Birdcraft by Mabel Osgood Wright.
Under Boy Scout Colors by Joseph B. Ames.
Boy Scouts in the Wilderness by Samuel Scoville, Jr.
The Boys' Book of Mounted Police by Irving Crump.
Troop One of the Labrador by Dillon Wallace.
Stories of the Great West by Theodore Roosevelt.
Brown Wolf and Other Jack London Stories edited by F. K. Mathiews.
The Horsemen of the Plains by Joseph A. Altsheler.
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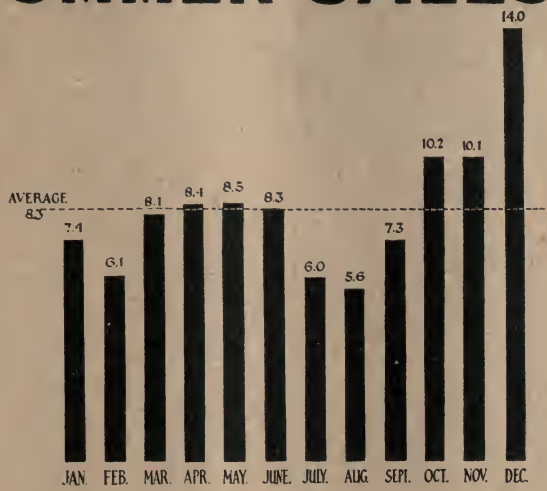
GET YOUR SHARE OF THE SUMMER SALES!



Average Percentage of Total Sales Based on Years 1919 to 1921. From Bulletin of Federal Reserve Bank of New York

YEAR-ROUND BOOKSELLING PLAN

What Are the Summer Sales?

THE Federal Reserve Bank recently gathered and published figures with regard to the monthly totals of sales in a number of department stores, and these percentages were printed in graphic form by the Year Round Bookselling Committee for display at the Booksellers' Convention. While such figures are based on a large group of varied departments and no particular section will follow the same tendencies, there are in these figures. judging by book-trade experience, averages indicated that are quite comparable to what booksellers find.

They show that June usually supplies one-twelfth of the year's business and that July and August show about six per cent of the total. Many booksellers allow these figures of the summer months to drop below that without a struggle, believing that people cannot be stimulated at that time. If, however, department stores can get six per cent return, it would be a good thing for bookstores to set up a mark for themselves with an effort to lift the sales into the six per cent or better class.

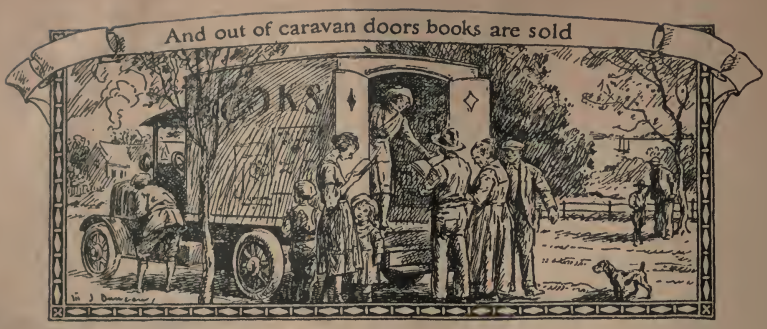
Bubble Books for Camp

DEALERS in musical records are already beginning their plans to get the campers' attention for portable phonographs or for new records suitable to camp life. Booksellers will find that people who thus equip themselves will be especially interested to "take along" some "Bubble Books" so that the children's interest be not neglected for the long summer evenings. A phonograph with "Bubble Books" might be as good display now as at Christmas time.

O For a Booke

O For a Booke and a shadie nooke,
  Eyther in-a-doore or out,
With the greene leaves whisp'ring overhede,
  Or the Streete cryes all about,
Where I may Reade all at my ease,
  Both of the Newe and Olde,
For a jollie goode Booke whereon to looke,
  Is better to me than golde.

—J. Wilson.



OUT-OF-DOOR BOOKSELLING AS PICTURED BY WALTER JACK DUNCAN FOR AN ARTICLE IN THE "WOMAN'S HOME COMPANION"

Women and Bookselling

AN article on bookselling as a profession for women is one of the full page features in the *Woman's Home Companion* for June and is of special interest to the book-trade, as Miss Jenison's work as one of the founders of the Sunwise-Turn Bookshop and as the leading spirit in the Women's National Book Association has made her name familiar thruout the profession.

The article points out many of the directions in which women have been especially successful in the book-trade: in the large department stores, in the personal bookshops, in children's bookshops and also as pioneers in caravan accomplishments. Figures are given to show what bookstores have done as conducted by women and pertinent suggestions as to how to build up a new stop.

The *Woman's Home Companion* has printed extra copies of this article for distribution by the Year Round Bookselling Committee in connection with their encouragement to new bookshops. The decorations for the article by Walter Jack Duncan are a very attractive feature of its make-up, one of which is reproduced herewith.

Summer and the Smallest Children

WHEN books are planned for the family who are starting on a summer trip, the needs of the very smallest ones should not be forgotten, and the displays of the booksellers would do well to include picture books for the smallest tots as well as story books for those who can read. Not only will the picture books make travel easier by holding the attention of the restless little ones to whom the scenery means but little, but they will also help to provide for many spare hours during the vacation weeks, as little ones can use the same picture book over and ove again.

Picture books, too, are good materia for the booksalesman to bring to the atten tion of customers who are planning to spen week-ends where the children are, as book are just the kind of thing that can be easil carried in the week-end satchel and brough out to receive the plaudits of a friend's sma children.

The Good Teacher

By Henry Van Dyke

The Lord is my teacher,
I shall not lose the way.

He leadeth me in the lowly path of learning
He prepareth a lesson for me every day;
He bringeth me to the clear fountains o
instruction,
Little by little he showeth me the beauty o
truth.
The World is a great book that he hat
written,
He turneth the leaves for me slowly;
They are inscribed with images and letters,
He poureth light on the pictures and th
words.

He taketh me by the hand to the hill-top o
vision,
And my soul is glad when I perceive hi
meaning;
In the valley also he walketh beside me,
In the dark places he whispereth to my heart

Even tho my lesson be hard it is not hope
less,
For the Lord is patient with his slow scholar
He will wait awhile for my weakness,
And help me to read the truth thru tears

—From "Songs Out of Doors," Charle
Scribner's Sons.

"Sheila Macklin is a Very Lovable Character."—*Boston Herald.*
"A Lovable Heroine in a Fine Cape Cod Romance."—*Boston Globe.*

Sheila of Big Wreck Cove

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By MABEL C. HAWLEY

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OUT OF DOORS WITH OUR AUTHORS

KENNETH ROBERTS, AUTHOR OF "WHY EUROPE LEAVES HOME" (*Bobbs-Merrill*), SHOWING WHY SOME OTHER POOR FISH LEAVE HOME

LAST WINTER Kenneth L. Roberts was sent to Miami, Florida, to see how Americans play and to tell the readers of the *Saturday Evening Post* about it. Evidently he believes that doing a thing is the best way of learning it. The articles are to appear later in book form. Just now his "Why Europe Leaves Home" (Bobbs-Merrill), de-propagandized information about the migrations of European people, is attracting attention.

IT IS pretty generally known that Davenport, Iowa, where Floyd Dell reported for a newspaper for three years, is the Port Royal of his widely read first novel, "Moon Calf." After that he went to Chicago, and he became literary editor of the Chicago *Evening Post* "Friday Literary Review." He came to New York in 1913 and joined the staff of *The Masses* as literary critic, which position he occupies on its successor, *The Liberator*. The accompanying photograph was taken on a recent visit to the old home town.

THE ANCESTOR of whom he is most proud was a smuggler, tho his great-grandfather was a duke, says Coulson Cade, author of "The Cornish Penny" (Stokes) and a member of an ancient Cornish family. He seems to have inherited his own adventurous disposition from the smuggler, for from an early age he has led a roving life. He is still under thirty, but has had years packed with adventure in many corners of the world. In 1915 Mr. Cade came home to England after five years spent in Africa, and settled down to write. Later he found a real home for the first time in his life in a fascinating old house in the little Oxfordshire village of Bampton-in-the-Bush, where he now lives.

WALTER DE LA MARE, who publishes two new volumes of verse this season, was a close personal friend of Rupert Brooke, who directed in his will that any money he might leave together with the proceeds from his books, be divided among his three friends, Walter de la Mare, Abercrombie Lascelles, and Wilfrid Wilson Gibson. He wrote: "If I can set them free to any extent to write the poetry and plays and books they want to, my death will bring more gain than loss."

When Katherine Grey, author of "A Little Leaven" (Lippincott), was seventeen, she taught school in a remote Kentucky mountain district and it was there she laid the principal scenes of her book. After various experiences in mining regions where she followed her husband, the Grays now live on a ranch or rather an orchard in the great San Joaquin Valley.

FLOYD DELL, AUTHOR OF "THE BRIARY BUSH," ETC. (*Knopf*) REVISITS HIS OLD IOWA HOME. MR. DELL SENIOR, IS IN THE BACKGROUND

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MARGUERITE WILKINSON is not only one of the best known of America's women poets, the author of "Bluestone" and "New Voices," but a thoro out-of-doors person as well. She has dedicated her new book, "The Dingbat of Arcady" (Macmillan), to a cousin, "the only other vagabond in the family." The book tells how Mrs. Wilkinson and her husband floated on singing rivers and blue bays in "The Dingbat of Arcady" or in "The Royal Dingbat," flat-bottomed boats that they built themselves. Mrs. Wilkinson, who contributes our introductory article, makes a feeling plea to "Take Along a Book."

MARGUERITE WILKINSON, AUTHOR OF "THE DINGBAT OF ARCADY," ETC., IN THE GARDEN OF THE OLD BIGELOW HOMESTEAD IN THE "BLUESTONE" DISTRICT, MALDEN, N. Y

TARKINGTON'S CAREER as an author is a history of the past twenty years in American literature. He spends his winters in Indianapolis and his summers in Maine. Tho inland born, he loves the sea and has collected in the library of his Kennebunkport home the models of many famous old ships. Mr. Tarkington's "Alice Adams" has just made him a Pulitzer prize winner for the second time.

THE AUTHOR of "The Laurentians" (Century), T. M. Longstreth, is a confirmed open-air man. Once he was a school teacher doing travel stunts in vacation trips. One of these trips carried him to the Adirondacks, and he never returned to his job. He lives there the entire year except when he goes off to do a book. Last year when he went to Canada for the material of "The Laurentians," he lived for some time with the Chapdelaine family of Louis Hémon's famous "Maria Chapdelaine."

EVERYONE KNOWS Cosmo Hamilton as novelist and dramatist, and just now as the author of "The Rustle of Silk." (Little, Brown.) A word about the title. The author wanted something that would "in a phrase epitomize the lure and fascinati of woman." Turning this problem over in l mind he walked up Fifth Avenue and smok his pipe—and thought. One evening he pass a gaily decorated st window, filled w lovely "creations." stantly the title for l new book came to h —"The Rustle of Sill

BOOTH TARKINGTON, AUTHOR OF "GENTLE JULIA" (*Doubleday*), AND HIS DOG WOPS

EDISON MARSHAL "Shepherds of th Wild," is about a mals, and hunting, a out-of-doors, and those things describes with su feeling and accura By the way, he w the prize of the Henry Memorial Co mittee for the be short story publish in 1921.

A CONFIRMED cou tryman is what L Wilson Dodd calls hir self, and adds that t only sport he can clai is fussing around in t garden. He lives ju outside New Haven in a colonial home su rounded by several acres. He was born Pennsylvania of a family whose forbears we a part of the original colony of Branfor Connecticut, but he was brought up in Ne York City. He graduated from Yale, Sheffiel in 1899, in the same class with Henry Seid Canby (now editor of the *Literary Revie* whose sister he married. "Lilia Chenowortl (Dutton) is his new book.

THAT BRILLIANT Benét family agai William Rose Benét, long known as criti poet and edit now on the sta of the *Litera Review* of th New York *Ev ning Post*, pu lishes his fir novel, a roman of youth in a old-fashion setting, "Th First Perso Singular" (Do an). He is brother Stephen Vince Benét, author "The Beginnir of Wisdom," a of Laura Bené author of "Fai Bread."

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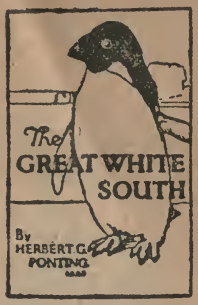

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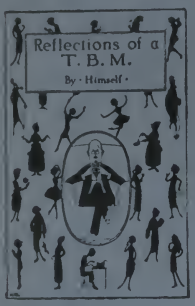

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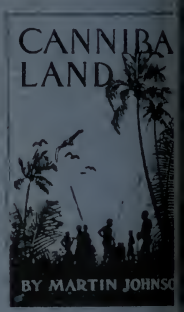

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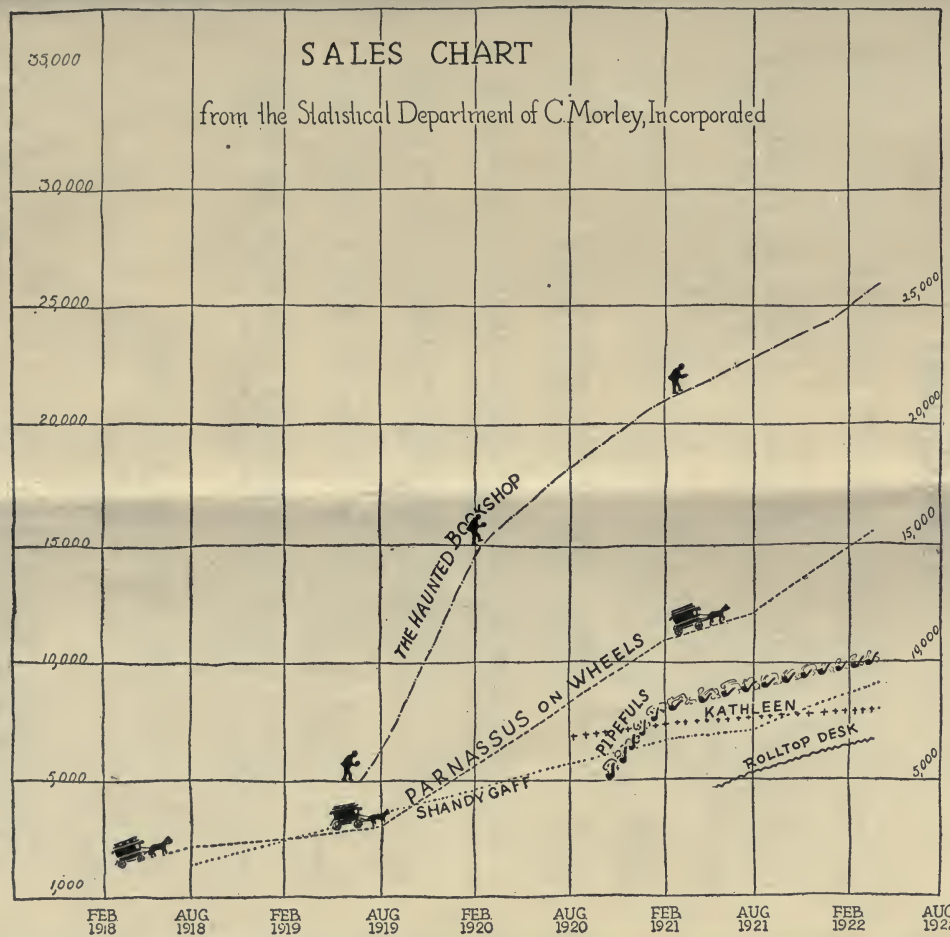

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1

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Q. How can these omissions be remedied,

A. By the bookseller protesting the omission every time it hurts him.

Q. Will this year's TRADE LIST ANNUAL contain the very few lists missing in last year's.

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The Publishers' Weekly

June 3, 1922.

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"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

"Made In —"

FROM time to time in years past some too alert official in the Treasury Department has discovered that the phrase "Made in England" or other country, which the letter of the law advises should appear on all imported goods, is not to be found in these words on books imported from abroad. Consequently a ruling has been placed in Treasury decisions that this must be done. The next step has been that book publishers have promptly pointed out to the Secretary of the Treasury that this is a needless and meticulous interpretation of the law and that the imprint of the publisher, which usually includes the city of publication or the other markings usual in books, gives to any reasonably intelligent and well informed official, as custom examiners are naturally supposed to be, sufficient evidence that the London book emanates from England or the Leipzig book from Germany. The application of the letter of the law to books would be a formality as absurd as it is unnecessary, and we trust that when the matter is brought to the attention of the Secretary of the Treasury, as is now being done, the usual sequence may be concluded by his withdrawal of the order.

The case is fully and clearly stated by Mr. Macrae in the letter to the Secretary of the Treasury printed in another column, to which little can be added. It may be observed, however, that the difficulty could not be removed even by giving several months' latitude before the order is actually enforced. Books which could not be thus imprinted, *e. g.*, books of years ago, would have to be disfigured by a stamp and even a first folio of Shakespeare, for which an American purchaser has recently paid about $38,000, would thus have to be disfigured if a literal observance of the law is insisted upon. Common sense is, after all, the best interpreter of any law, and a slight application of common sense in this matter will remove a difficulty which might otherwise be serious to all interested in books from abroad.

As Mr. Macrae has pointed out, there is a possible international complication in this regulation which should certainly be avoided. Great Britain, Canada and Australia put forward such proposals but promptly withdrew them when the explanation now made to our own Treasury was put before them. Our relations in this whole matter of exports to Canada have been strained by the manufacturing provision in our Copyright Law, which Canada proposed to copy, and to add unnecessary complications now would be to suggest to Canadian legislators that what is sauce for the goose is sauce for the gander. We need to have these matters made right at home—otherwise we cannot ask other countries to be fair and friendly to us.

Commerce and Conscience

SPEAKING on May 18th before the Chamber of Commerce of the United States, President Harding injected into his talk on business conditions and business progress a timely admonition on business honesty:

"I wish to speak" he said "for a commerce with a conscience. If I were to bring only one admonition to you, I would like to charge you men and women of influence and responsibility with the task of eliminating from American commerce those who do not have a conscience, whose conscienceless practices bring that criticism which attends our American activity.

"If the commerce of America were always conscientious, there never would be a single excuse for government in American business. There is not an agency in American life that can so quickly put an end to abuses and offences in American commerce as those who are conspicuous in the leadership of that commerce."

Coming as this speech does at the time when the book-trade has been seriously considering whether government legislation can eliminate the most serious of the abuses that threatens progress in book distribution, that of price-cutting, the point made strikes firmly home. After all the discussion of methods for eliminating those things which all business leaders and economists label as evil practice, the price-cutting habit on standard goods, there is brought home very strongly the fact that what is needed is more conscience in business, more

business virtue before more business regulation. The reason that price-cutting today in the book field, troublesome as it is, is not the country-wide menace that it was twenty years ago is that the ethical standards of large merchants have been raised. The standards of trade ethics in all directions have improved and in no field more than in retail advertising. Many department stores, as is well-known, will not use any comparative figures in their signs or advertising. Thus they have their goods considered on their merits and eliminate any chance of comparisons being made with figures being proclaimed by dealers who would be less scrupulous in naming the list prices. Less conscientious merchants, finding that there is public suspicion about the reality of the named prices, turns to standardized goods of which the price is known to endeavor to demonstrate to the public that the discounts shown in this field of known commodities apply as much to other departments. It is expected that the public, seeing books at a discount, will reason that the odd penny prices on ash barrels, French watches or silk waists must be equally low. Just how much water must flow onto the field before better standards apply to *all* the dealers handling books cannot be easily estimated, but the opinion of the book-trade on such practice was pretty strongly expressed at Washington and is now again expressed in Washington by the President himself.

The same appeal to more conscience in business would straighten out many of the difficulties in connection with censorship. Self-censorship should be the answer. A little soul-searching on the part of those who publish or those who retail books might eliminate permanently any suggestion from the body politic that there is need of an official censor on books. If a publisher is in doubt about a book, he had better not publish it. If a printer thinks a book is being manufactured for booklegging sale, he had better get other printing jobs for his establishment. If the retail bookseller is handling any type of book that he feels himself in doubt about, he need not attempt to reform the whole trade, but can take issue with his own practice and leave that sort of merchandising behind him.

The President's admonition is to the point in these and in many other fields, and, as he said, the responsibility is up to the trade.

Record Price for Shakespeare

THE Rosenbach Company has bought at the London auction sale the Daniel copy of the first folio of Shakespeare at £3,600. This is considered one of the most perfect copies in existence, and, when Baroness Burdett-Coutts bought it at the Daniel sale in 1864 for $3,500, the prediction was made by a writer of that day that it would eventually bring ten times that amount.

As a recent cable from Paris announced that a single British Guiana stamp had brought $32,000, it would still seem as tho the book records fell behind some other fields in obtaining top prices. A whole set of the four folios sold in New York last month for less than $20,000. The price of this special perfect copy of the folio restores self-respect to the trade again and puts this book second only to the Gutenberg Bible, which brought $50,000 when purchased a few years ago in London for Henry E. Huntington.

The Rosenbach purchase was made by Philip Rosenbach, who went to England to represent the firm; and the home office announces that the book was not purchased on order but is for stock and will be for sale when brought to this country.

More Dictators

A PLAN to have an organization leader for the stage of America has been suggested by the Producing Managers' Association; and Bernard M. Baruch, formerly Chairman of the War Industries Board, has been asked to consider taking such an office and is seriously considering it. The scope of the director's powers has not as yet been defined. Up to date this gives the movies a leader in Will Hays, baseball in Judge Landis, the field of building in Franklin D. Roosevelt. The stage also has recently conceived the unique plan of choosing 300 citizens and from these selecting panels which will discriminate between proper and improper plays. Book publishing and distribution has its problems and difficulties, but as yet they do not seem to be of such an insuperable character as to demand that the lead of the other fields should be followed, but who can tell when it may be needed!

At the Sign of the Bookseller

By Albert R. Crone

Store Insignia and Trade Marks Identify Your Business.

LETTERHEADS, billheads, statement forms, envelopes—all these are direct-by-mail advertising media of importance. They perform a routine duty—yet they accomplish an auxiliary service of ever increasing weight. They are the contact points in the wiring system of business and the importance of their brightness is essential to a steady current. Booksellers should study well these advertising media that reach the consumer.

"Get your trade-mark on your letterhead," advises an expert sales organization. It identifies your stationery and your business. It distinguishes it from that of your competitor. There is always room for the trade-mark on the letterhead. Care must be shown in securing balance of the whole head. Your trade-mark, your store insignia when used in your display advertising and on your imprint booklists, gains in emphasis and importance with every additional use.

Attract Customers to Your Store

Booksellers should find it of especial importance in their competition with the butcher, the baker and the candlestick maker and all other retailers who vie with them for the time and money of the people of the community to dress their correspondence and business forms in attractive design. It is time to say goodbye to dingy and deadly business forms in the retail book business.

Added character and ignity can be presented in all retail bookstore advertising that will lift bookselling above the ordinary humdrum retailing. It is being done. The accompanying illustrations show designs and ideas of many and various types that are being used in the booktrade to add character and dignity and to identify certain retailers. To these might be added many others—some simply unique type styles or hand-lettered store names.

Have You an Identity

An examination of these samples should set the mind working upon your individual problems. What is the personality of your store and how can you best reflect it? There is usually some way to put that business personality of yours across—some pictorial way. What is the speciality of your shop? Play it up in design. What is the situation of your shop against some geographical background? There is some way to present and capitalize it. What is the name of your bookshop? Perhaps it can be pictured. What is your own name? Say it with pictures. Put it in monogram. You sell books? Then advertise books in your advertising. Attractive designs playing up book atmosphere are easily obtainable or can be designed and executed.

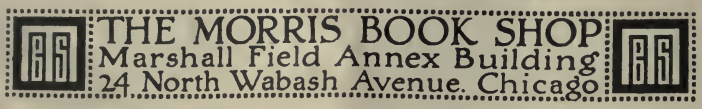
Pick up your letterhead when you look at the illustrations that accompany this article. Try and picture types of trade-marks or insignia on your stationery. Imagine, possibly, a spot of color in the whole. Think with how much greater respect and satisfaction the recipient of your correspondence might approach your message.

Examine any ordinary billhead—or letterhead. It has little of the attractive about it. Place alongside of it one that carries the attractive design that characterizes the stationery of the Locust Street Bookshop, to take but one example. You will appreciate with how much cheerier mien and with what readier acquiescence the customer billed or the prospect whose patronage is sought responds. Get your trade-mark, your store sign, some identifying mark or style of type into your stationery and into your advertising. Put color, a little of it, into your correspondence forms. It will pay. It will lift your business above the usual. It will get attention where inferior material fails. Think over your morning mail and note with what added interest you picked up the attractively presented letter or solicitation.

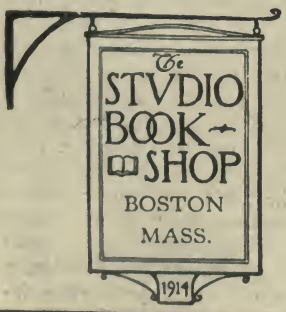
Attractive Presentation Gets Attention

Take up one of the small advertisements you ran in the issues of your local paper. Consider how much more effective some design like those shown might have made the attention-getting value of your advertisement. Could it not have been more closely identified with you and your business by looking like your letterhead?

Any artist can draw to your instruction or, given your problem, can design a character which you may adopt and build into your business. The cost of these drawings varies, but should be little. The engraver makes a plate at slight cost. Duplicates of sizes suitable to various uses can be made and can be printed at no greater expense than your regular printer's charge. Your imprint "copy" to publishers who send you literature for distribution could easily be an electro of your store insignia.



Mabel Ulrich's
Book Shop
Minneapolis



STORE SIGNS LIKE THESE CAN ALSO BE USED TO ADVANTAGE IN DISPLAY ADVERTISING, BOOKMARKS, IMPRINT LISTS AND LEAFLETS, ETC.

EMILY HOOPES

Priscilla Guthrie's
Book-Shop

William Penn Place
Pittsburgh

EXAMPLES OF BOOKSTORE SIGNS, INSIGNIA AND TRADEMARKS GATHERED FROM LETTERHEADS, BILLHEADS, ENVELOPES, ETC.

Where to Put Your Trade-mark

The uses to which the store insignia or trade-mark may be put are many. All letterheads, billheads, statement forms and other stationery that reaches customers are the most obvious. Imprinted lists and leaflets, either those prepared by the bookseller or those prepared for him should carry the same identifying mark. All store envelopes, for either letters or imprinted advertising, may link up the envelope and the contents by the common trade-mark. Display advertising, whenever used, carries the trade-mark with added attentive value and identifies the store with the advertising, and the display advertising with the "direct-by-mail" method. Bookmarks should be imprinted with the insignia. Many dealers prepare little stickers of their trade-mark and paste in the back cover of each book sold—or wherever else they may be placed without disfiguring the goods. The outside of a bundle or package may well be utilized.

The store window should show a transparency of the store insignia—similar in idea to those of the Rotary Club, the Army and Navy Stores Association, the "Take Along A Book" slogan. A swinging sign above the store front is an effective and distinctive method of tying up the store with all its advertising. In some cases, the whole store front may be constructed in a design and atmosphere that gives the appearance of the trade-mark.

The steady, consistent year round attack of the recently inaugurated book selling program gives evidence of the value of posters and planned campaigns. It will be found equally important to plan your individual store campaign tied consistently and persistently around a distinct unique and personal representation, only possible by the adoption and use of a store sign or insignia. In the competition of the market place the bookseller wins out who attracts trade. Trade is drawn or repelled often by the sheer attractiveness or lack of it in the various store advertising approaches.

Prize Novel Competition

A SPECIAL competition for novels by young writers has been announced by Harper & Brothers, the manuscripts to be submitted for publication before March 1st, 1923. There will be an outright prize of $2,000 in addition to the ordinary terms of royalty. The author must be an American citizen who has not published a novel in book form prior to August 1st, 1914. Only unpublished works will be considered. *Harper's Magazine* is to have the right to publish serially on terms to be arranged, but this right may be *waived*. No manuscript of less than 30,000 words will be considered, and full novel length will be given preference. A very competent board of judges is announced: Jesse Lynch Williams, President of the Authors' League; Henry Seidel Canby, Editor of the *Literary Review;* Carl Van Doren, Literary Editor of the *Nation.*

Pulitzer Prize Awards

BOOTH TARKINGTON for a second time has received the Pulitzer Prize for the best novel of the year. In 1918 it was awarded to him for "The Magnificent Ambersons" and this year for "Alice Adams," published by Doubleday, Page & Co. The awards were made public by Columbia University on May 22nd. The Pulitzer Prize is, according to the wording of the bequest, "for the American novel which shall best present the wholesome atmosphere of American life and the highest standard of American manners and manhood." The members of the jury for this year were Stuart P. Sherman, Rev. Samuel McChord Crothers and Professor Jefferson B. Fletcher. The prize is $1,000.

"Anna Christie," by Eugene O'Neill, won a similar prize of $1,000 "for the best original American play performed in New York which shall best represent the educational value and power of the stage in raising the standard of good morals, good taste and good manners."

This is the second time that an O'Neill play has won such distinction. "Beyond the Horizon" took the drama prize in 1919.

"The Founding of New England," by James Truslow Adams (Atlantic Monthly Company), was awarded a prize of $2,000 "for the best work on the history of the United States."

"A Daughter of the Middle Border," by Hamlin Garland (Macmillan Company), received the $1,000 prize "for the best American biography teaching patriotic and unselfish service."

"Collected Poems," by Edward Arlington Robinson, received the prize of $1,000 "for the best volume of verse published during the year by an American author."

At the same time prizes were awarded for the best piece of reportorial work, the best editorial, the best piece of disinterested newspaper service and for the best cartoon.

The announcement of these awards brings attention also to the fact that in the last week in June the award will be announced for the John Newberry Medal for the best children's book of 1921. All of these awards help to bring attention to authorship and to give the public an opportunity to express their interest in the best literary efforts of the country. They also give aid to the bookseller in suggesting new approaches of interest in circulars and displays.

Are Publishers 20 Years Behind the Times?

By Charles H. Denhard

I.

ONE point on which a good many "experts" are in entire accord, is that book publishers do not know how to advertise, how to merchandise or how to sell. The pet expression, now so hackneyed that the very utterance of it provokes tears, is this: "The publishers are twenty years behind the times." When pressed for a reason, we hear all the old bromides about "publishers letting books sell themselves," "stereotyped advertising," "no originality," "no pep," and so on. Every so often, somebody decides to take a crack at the publishers in the fond expectation of waking them up, getting them to do some real advertising, and showing them that books can be sold, just as flour and flivvers are sold. And almost invariably, the marvellous idea, the method which is bound to revolutionize the book business, has only one effect upon the publisher. It bores him to distraction. And why? For two reasons: first, the new advocate usually labors under the severe handicap of knowing nothing about the book business, and second, his innovation is probably something which the publisher has used or is using in a much more perfected form than the enthusiastic book-business-revolutionizer has conceived. Every time I hear that "twenty-years-behind-the-times" stuff, I wonder if it doesn't indicate that some—not all—of the publishers are several jumps ahead of their critics!

II.

Perhaps there is nothing significant in the healthy condition of the book business today, nor in the extraordinary manner in which it held up during a period when many of the trick merchandisers and million dollar advertisers were wondering where their markets had gone! Perhaps the book publishers were lucky, and perhaps the ultimate consumer who was no longer buying fancy clothes, phonographs and motor cars, was finding his pockets bulging to such an extent, that he dashed into the nearest bookstore—not haberdasher, nor tobacconist, nor clothier, nor bootery, nor confectioner, nor florist—but into the bookstore to relieve himself of his surplus currency. Perhaps that is what made the book business good when no other business was even fair. But I don't believe it. The book business held up because not one of the book publishers *quit*. Not one of them was financially restrained—nor hog-tied with frozen credits and shackled with enormous inventories. Not one of them discharged his sales force, or curtailed his output, *or sliced his advertising appropriation.* Of course, the book business kept up! And they say publishers are twenty years behind the times. If they are, they certainly gave other business men a few pointers during the last two years.

III.

"Publishers, do know how to advertise, merchandise and sell. Let us show you how *we* would do it-"—"You can sell any book by handling it as you would a piece of merchandise." —"If a book is worth publishing, isn't it worth pushing?" A few incidents are worth consideration, when this pitiful lethargy of the book business is under discussion.

A few years ago, D. Appleton & Company decided to test the theory that books are merchandise and should be sold as such. They selected for the test a novel by a writer of fair renown—a book which was a good romance, of popular appeal, yet not one which anybody predicted would be a best seller. Appletons determined to put this book over, and accordingly adopted the most advanced methods of merchandising. They selected New York for the test, because New York is generally conceded to be the most difficult, yet the most influential market. The advertising appropriation was based not upon the advance, nor upon the first printing, but upon the number of copies which New York was expected to consume, as a result of the campaign.

Here are some of the things Appleton did mind you, in 1916—six years ago. First they divided the whole Metropolitan area into zones, classified according to buying power, which was determined by the rents prevailing in those zones. All zones where the buying power was negligible, as indicated by a prevalence of tenement houses and low rents, were eliminated. It was calculated that a family able to pay 35.00 per month rent, was able to purchase a book. Several men were detailed to make a thoro canvass of each zone, first to select the stores, booksellers, newsdealers, stationers and druggists which were most heavily patronized by the potential bookbuyers; second, to determine, by consulting the newsdealers in the better sections, which papers had the largest circulations in these zones. After this information was secured and studied, a comprehensive plan of advertising was prepared. Portfolios showing the entire campaign were given to the salesmen who covered each zone, calling on every bookseller and on every likely newsdealer, stationer and druggist. The salesmen

were equipped with the most extraordinary information. They knew the circulation in each zone of every newspaper to be used. They knew which papers were most influential in each zone. They had reproductions of all the advertisements which were to be run, with the date of insertion. They had photographic suggestions of window displays and counter displays. They had printed instructions telling the new retailer how to present the book to various types of customers. They had a unique circularizing plan, whereby the newsdealer, whenever he delivered or sold one of the newspapers containing an advertisement of the campaign, attached to the newspaper a circular calling attention to the book, to the advertisement, and to the fact that he had copies for sale, and could deliver one, charge it on the monthly bill, etc., etc. Also, a calendar form of display was provided, wherein, by tearing off one sheet each day, the current newspaper advertisement was always featured. The advertising ran in large space, three times a week for two months, in two morning and two evening papers, in addition to the regular book sections. The three essentials of successful selling were followed: (1) Analysis and organization of the territory, (2) Distribution, (3) Consistent advertising in the publications which most thoroly cover the market, supported by intelligent dealer co-operation.

The results of the campaign were most interesting. But I would prefer that D. Appleton & Company divulge them. The point I am trying to make is that publishers are not twenty years behind the times, but sometimes, several years ahead. If this campaign lacked a single cog, six years have failed to disclose it.

Was the plan repeated? Yes, constantly. The latest conspicuous adaptation of it on a national scale is the Harold Bell Wright campaign. Is all this medieval or modern merchandising? Does the maker of tooth paste, or foodstuffs, or clothing, go any farther—or as far?

IV.

Another instance of imagination, ingenuity and cleverness far beyond the capabilities of most merchandising wizards, is the way Putnam's put over "The Cruise of the Kawa"—not to mention "The Mirrors of Washington" and "The Mirrors of Downing Street." With a book, which was at the beginning only a brilliant burlesque with an author masquerading under a *nom de plume,* George Palmer Putnam, practically overnight, made Dr. Traprock a nationally known figure, and within two months, had so popularized him that poor (or fortunate) George S. Chappell, *alias* Walter E. Traprock, forsook a respectable "architecting" practice to dress up in his explorer's whiskers and make speeches, deliver lectures, autograph books, and shake hands in every important center east of Chicago. Traprock has had more free publicity in the newspapers and magazines, than many of our prominent statesmen. He and "The Kawa" have become national institutions. It all started with Mr. Putnam's decision to "circus" Dr. Traprock. And he had everybody from Mayor Hylan to Babe Ruth working for him, even tho they didn't suspect it, until it didn't matter whether they suspected it or not. How many men in other lines can you recall, who even got one-tenth of the legitimate commercial publicity that Dr. Traprock has secured simply because his publishers were alive to every opportunity, and sensed the way to catch the popular interest? These methods may be twenty years behind the times. But, they certainly sell books.

Kaiser's Memoirs Coming

CABLES from London and Berlin state that the long expected book by ex-Kaiser Wilhelm is now ready for buyers, and one report is that some American group has bought the option on world rights. It is stated that the ex-Kaiser expects to get most of the income from sales in countries other than in Germany. The ex-Kaiser has had literary and other help in preparing the manuscript, and it is reported that Hindenburg was consulted in regard to a considerable portion of the narrative. His memoirs will cover the period leading to the war as well as the war time. The title of the volume has not been decided upon, but the book is said to run to about 100,000 words.

Coming so soon after the publication by Scribner of the "Memoirs of the Crown Prince of Germany," this would seem to indicate that the reading public is to have a goodly taste of Hohenzollern literature in the months to come.

A report also comes from Berlin that the Foreign Office is about to make available all of the secret papers in the archives.

"Three years ago the Foreign Office decided on the unprecedented step of publishing all documents and other secret material in the archives having a bearing on historical events from the Franco-Prussian War to the outbreak of the World War. Three professors, Albrecht Mendelssohn Bartholdi, Johannes Lepsius and Friedrich Thimme, were engaged for the task of research, compilation and editing to produce what will be a monumental sourcework in twenty folio volumes.

"The first six volumes, which will be published soon, cover the entire Bismarckian era to the Chancellor's fall. The material will include confidential instructions to and confidential reports from Ambassadors, ministers and military and naval attachés and other officials of the country."

Marks on Imported Books

THE Treasury Department has just issued to the examiners of merchandise at all the ports of entry a communication stating that the exact law about the marking of merchandise with information as to the country of origin must now be enforced on books. This is an old regulation, but its enforcement on books has always been tempered by Treasury decisions which recognized that the title pages on books gave clear enough indication of their source and that an examiner might assume that a book published in London was "made in Great Britain." The National Association of Book Publishers has made prompt remonstrance to the Secretary of the Treasury thru the Chairman of its Tariff Committee, John Macrae. Another protest has also been filed by the Book Buying Committee of the American Library Association, Dr. M. L. Raney of Johns Hopkins University Library, Chairman.

Mr. Macrae's letter is as follows:

Secretary of the Treasury,
Washington, D. C.

Sir:

We have today received the instructions contained in your communication to the Examiners of Merchandise as relating to imported books at the various ports of entry in the United States, T. D. No. 39108, dated May 6th, 1922, on the question of imported books.

As I read these instructions, if adhered to, they will play havoc with the importing of books, either in edition lots or singly. The matter has been up on several occasions with the Treasury Department; and after investigation, each time it has been changed to meet the needs of the lover of books and the importer of books. It has been the practice of the Examiner of Books in all the large Custom Houses of the country, to pass imported books without adhering to the strict interpretation of the law, which you now instruct shall be done. It has been deemed sufficient marking if the publisher's name appears on the title-page of the book, if that publisher is in a country other than the United States. For instance, if the title-page of a book should say —"London, John Murray," this would be sufficient evidence that the book was of foreign origin. If at the back of the title-page it should read—"manufactured in Great Britain (or Canada)," this would be sufficient evidence of its foreign origin. Or if at the back of the title-page it should say—"Printed by Constable & Co., Edinburgh," this would be sufficient evidence of its foreign manufacture. Or if there should be printed at the bottom of the last page or on the back of the last page—"Printed by A. R. Mowbray & Co., Ltd., London and Oxford," this would be sufficient evidence of its foreign manufacture. Any one of these markings would, in our judgment, be a full and complete adherence to the law; and would give full protection of insuring the fact that the books were of foreign manufacture.

Whatever final disposition of this matter is made, it should have very careful consideration; and every possible consideration should be given to the importer of books, in order that your regulations for marking do not mar and destroy the value of the book and of the particular edition. This same matter has recently arisen between the exporter of books from the United States to Canada, from the United States to Australia, and from the United States to Great Britain; and in every instance the writer of this letter has proved, and these Governments have ruled, that the markings outlined above by us are sufficient evidence of its foreign manufacture, and of its having been manufactured in the United States.

It would be a very distressing and disturbing factor for our Government at this time to insist upon the ruling you now send us of May 6th, 1922, T. D. No. 39108, especially in view of the fact that we have only within the last few months been able to induce the Canadian Government to accept those various methods of marking.

May we also earnestly suggest the following: that you make an investigation of the matter with such publishers as Charles Scribner's Sons of New York, the J. B. Lippincott Company of Philadelphia, Brentano's of Washington and New York, the Houghton Mifflin Company of Boston, G. P. Putnam's Sons of New York, and E. P. Dutton & Co. of New York; and if after careful consideration you decide that you must stand to the letter of the law, as interpreted by you in your instructions dated May 6th, 1922—T. D. No. 39108, that you delay the date for following these instructions and give not less than six months' notice, so that all importing publishers can arrange their import orders so that the books imported shall not be marred and more or less destroyed by special stamping, as it will require if your present order is put into immediate force. What you propose has been brought up on a number of occasions, but it is entirely contrary to the practice which has practically been observed by the Examiner of Books at the Port of New York for the past twenty years or more.

We thank you for listening to our long argument in this matter, and we earnestly hope that you will, before deciding finally that this ruling must go into effect, give us a further hearing. I am Vice-President of the National Association of Book Publishers, and can assure you that they will appoint me as a committee of one to speak for them, if and when I do place the matter before them.

Earnestly hoping that you will rescind the order, we are,

Faithfully yours,
(Signed) JOHN MACRAE,
Vice-President, E. P. Dutton & Co.

Property Right in Books

THE authors of England have joined in signing a document sent to the London trade papers calling public attention to the need of an entirely complete edition of the works of Leo Tolstoy and to the fact that one is being projected by the Oxford University Press, translated by Aylmer Maude, to be ready by the time of the Tolstoy Centenary in 1928. An interesting part of the letter is the emphasis placed on the important part that the publisher plays in making the success of any literary enterprise. The letter reads in part:

"Unfortunately the means adopted by Tolstoy to secure the widest possible circulation for his books had just the opposite effect. He invited all publishers in all countries to take the fullest advantage of the absence of international copyright between Russia and other countries by publishing his writings in such translations as they could produce without any reference to his moral or legal rights. In the case of any less famous author this step would have prevented his works being translated at all, *as it is practically impossible to engage modern capital in publishing or any other enterprise without property rights.*"

This letter was written by G. Bernard Shaw and signed by 90 well-known English men of letters, including such names as Arnold Bennett, H. G. Wells, Gilbert Murray, Sir Oliver Lodge, Bertrand Russell and Sir Arthur Conan Doyle.

This emphasis on the need of property protection in order that a work of literature may have its full hearing brings new emphasis to the point that the American publishers have made in connection with the new copyright bill now before Congress. The provisions of this bill, which would give the foreign author the right to sell and protect his American rights, are being sharply opposed by the Book Buying Committee of the American Library Association, who claim that such provisos give a monopoly of the American market into the hands of individual publishers. Monopoly is, after all, the very essence of copyright, and authors would be the first to recognize that, without being able to assure to a publisher exclusive rights to a market, they cannot expect the full development of the value of that market for their work. All copyright legislation has been made with a view of giving the author fullest possible benefit from his creative work and in developing these benefits he has found that a business manager in the form of a publisher is a very important adjunct, and such a representative, as is shown in this document, is as important to an author in countries other than his own as it is in the home territory, especially when the author's production rises to international importance.

Brazil Copyright

BRAZIL has joined the International Copyright Union, according to an official announcement from Berne, and will now give full protection to all literary material from the Convention countries. Formerly protection was confined to a resident or a Portuguese author of a work written in Portugal, the latter in accordance with the treaty of reciprocity in Portugal in 1899.

German-American Copyright

AN Associated Press dispatch of May 18th reports that the Reichstag had on that day passed a bill according the same copyright protection to American authors as is accorded to Germans by the United States. "The new law," so the dispatch reads, "accords protection for works of literature, art and photography on the same basis as is designated in the law of January 15th, 1892, and is retroactive in application to the period between August 1st, 1914 to July 2nd, 1922, altho it does not apply to the rights of publication, circulation and duplication of any American product which might have been obtained by a third party previous to December 18th, 1919."

Canadian Book Weeks

CANADIAN booksellers have decided to repeat and renew the efforts made last fall to create wider reading interest and will have a Canadian Book Week on October 29th to November 4th, and Children's Book Week for the same dates as the Children's Book Week in the United States, November 12th-19th. The suggestion about the dates of the Canadian Book Week was sent to the Canadian Authors' Association for approval. The convention of the Booksellers' and Stationers' Association will be held in Montreal

Presbyterian Board Reorganizes

AT the big convention of the general assembly of the Presbyterian Church at Des Moines the numerous Boards in connection with the Presbyterian work were reorganized so that there are now four Boards instead of thirteen. The Board of Publication and Sabbath School Work will now be under the head of the Board of Christian Education, and the headquarters will be in Philadelphia.

The conference also adopted a resolution referring to "The Shorter Bible" which has been published by Scribner and by the Woman's Press at the request of several Presbyteries. The resolution says:

"The Assembly bears earnest testimony to the necessity of the word of God as an entirety, believing that its parts are best understood only in their relation to the whole, and that nothing is the Bible, nor is wisely cr properly called by that name, except the whole Bible."

Tariff Bill Amendment

SENATOR Lodge has introduced two amendments to the book schedules of the Fordney-McCumber Tariff Bill which were ordered to printing on May 18th. These amendments would correct the present difficulty of having the status of new bindings on old books in doubt. As it was worded, a new leather binding on an old book would bring about a duty on both. As amended, the tariff on leather bindings would still be 45 per cent ad valorem, and it is expected that a protest against this high rate can be brought forward at the time the paragraph is brought to the floor. The revised paragraphs read as follows:

Amendments

Intended to be proposed by Mr. Lodge to the Bill (H. R. 7456). Strike out on page 175, paragraph 1310, lines 16 to 23, inclusive, and the words "per centum ad valorem," in line 24, and insert in lieu thereof the following:

P. 1310. Unbound books of all kinds, sheets or printed pages of books bound wholly or in part in leather, bound books of all kinds except those bound wholly or in part in leather, including blank books, slate books, and pamphlets, engravings, photographs, etchings, maps, charts, music in books or sheets, and printed matter, all the foregoing not specially provided for, if of bona fide foreign authorship, 15 per centum ad valorem; all other, 25 per centum ad valorem; bindings wholly or in part of leather, not specially provided for, 45 per centum ad valorem.

On page 215 in the Free List strike out, in paragraph 1529, lines 12 to 16, inclusive, and the words "years at the date of importation" in line 17, and insert in lieu thereof the following:

P. 1529. Books, maps, music, engravings, photographs, etchings, lithographic prints, bound or unbound, and charts, which shall have been printed more than twenty years at the time of importation: *Provided,* That where any such books shall have been rebound wholly or in part in leather within said period, the binding so placed upon such books shall be dutiable as provided in paragraph 1310.

New York Play Censorship

THE first test of the new voluntary method of play censorship seemed about to take place on May 20th when a complaint was lodged with the magistrate against Eugene O'Neill's "Hairy Ape," which is playing at the Plymouth after a couple of months at the Provincetown Play House. After having called for the manuscript, Chief Magistrate McAdoo changed his mind about the need of action and returned it to Arthur Hopkins, the producer. Mr. O'Neill's play of last year, "Anna Christie," has just received the award of the Pulitzer Prize, and "The Hairy Ape" is generally considered one of the best plays on the New York board.

Censorship Decision Postponed

ON May 20th the Appellate Division of the Supreme Court announced that it reserved its decision on the appeal of Dr. William J. Robinson from his conviction in the lower court of Special Sessions for publishing the book entitled "Married Love" written by Marie C. Stopes, an English woman physician and scientist.

League of Nations Publications

THE World Peace Foundation at 40 Mt. Vernon St., Boston, has recently issued a new list of the publications of the League of Nations covering the Treaty series, now in three volumes, four parts each, the Minutes of the Sessions of the Council, Records of the First Assembly, and various other material. The catalog is printed in Geneva in English, and this and other catalogs will be sent on request.

The League of Nations is its own publisher and printing is done by various concerns in France, Switzerland and latterly in Vienna. The distributor in England is Constable & Company, who, owing to a mistake, was credited in our issue of May 13th as being the general publisher for the League.

Illinois Booksellers Meet at Decatur

THE Booksellers and Stationers of Illinois met at Decatur on May 2 and 3 for their Seventh Annual Convention, and the two days were full of interesting discussions, talk, and entertainment.

Thirty dealer firms with fifty-five representatives, and twenty-nine manufacturers' representatives, set a new record for attendance and at the banquet the attendance was one hundred, thirty-seven.

Education of both employer and employee, as to the merchandise he offers for sale; increasing sales; possibilities in lines of merchandise sold by dealers; store and window displays, and costs of doing business were the keynotes of the convention.

The retiring president, C. W. Follett, of Chicago, ably assisted by the other officers of the Association, had carefully prepared an interesting business program that sailed smoothly and entertainingly. Among other interesting addresses was one on "Increasing Book and Stationery Sales" by Kenneth Allen of Waukegon. He felt that the average dealer knows too little of the goods he sells, or, the great sales possibilities lying right at his door. The dealer's opportunity was clearly and definitely word pictured.

Other talks were made by Mrs. B. W. Cowlin of Elgin, Ill., J. Fred Temple of Galesburg, Ill., Clifford Lloyd of Champaign, Ill., and Will H. Johnson of Bloomington, Ill., and each was followed by lively discussions of the subjects presented.

One of the features of the convention was the display of merchandise by manufacturers, jobbers and publishers. Many lines were shown and they were an attraction to the dealers. There were two or three splendid educational displays, in addition to the many lines of completely manufactured products.

For the entertainment of the visitors, a luncheon at the Country Club, and a tea at the residence of a local hostess were given for the ladies. There was a luncheon for the gentlemen, and a theater party, automobile ride, and "Mixer, or Get-Acquainted" evening for all.

The banquet on the evening of the second day was an elaborate affair, full of life and well carried out.

The tables were arranged on two sides of the ballroom of the Hotel Orlando, which allowed ample room for dancing in the center. This unique arrangement supplied the atmosphere of a dinner-dance and those who cared to, quickly took advantage of the idea and danced to the music of the selected orchestra between the many courses of the meal. There was something doing all the time as plenty of entertainment had been provided. A quartette, which had composed a humorous parody about "Eddie" Guest, which they sang to him, was a feature. There was a monologist, three different solo dances, a humorous reader, cornet solo, collective singing, etc.

The speakers of the evening were, W. R. Barnes of New York, Dr. C. E. Jenny of Decatur, Frank Reilly of Chicago, Will Johnson of Bloomington, and Edgar A. Guest of Detroit.

Mr. Guest, "The Beloved American Poet," was the principal speaker, and in explaining his work stated his belief that "my home is like other homes and other homes are like my home" and therefore it was not difficult to find material for his work.

C. W. Follett was toastmaster.

The following were elected to the offices of the Association for the ensuing year: President, Will H. Johnson, Bloomington, Ill.; Vice-Pres., Otto Wagner, Freeport, Ill.; Sec. Treas., Harry H. Chumley, Decatur, Ill.

Executive Committee: Frank Simmons, Springfield, Ill.; C. W. Follett, Chicago, Ill.; Will H. Johnson, Bloomington, Ill.; Otto Wagner, Freeport, Ill.; Harry H. Chumley, Decatur, Ill.

Champaign was voted the meeting place for the convention next year.

Publishers' Baseball League Opens Season

THE 1922 season of the New York Publishers' Baseball League opened May 13th, with a bang at Van Cortlandt Park.

Several new clubs were welcomed into the league and the Methodist Book Concern, one of them, returned the welcome by slamming Brentano's in a most unchristianlike manner, by 6 to 2. While this was taking place McGraw-Hill Co., champions of 1921, in a far corner of the lot were running circles around the Wolfe Co., another of the new entrants. The third baby, labeled Pictorial Review, was in the meantime trimming D. Appleton Co. by carrying the score up to a total of 13 while Appleton came thru with 6.

The league has gained several strong new playing combinations and if the runners-up in the 1921 race don't watch out, somebody is going to get bumped hard during 1922.

The games this year will be played at Van Cortlandt and Prospect Parks on alternate Saturdays, all teams playing on the same ground. May 20th will find them in Brooklyn and in the upper part of Harlem again on the 27th.

The umpiring was without fault and proves

the wisdom of the Board of Control in granting authority for a paid staff of men who have no personal interest in any of the teams or the players.

Paul A. Schoch, the indefatigable President of the league was all over the field, and his presence aided considerably the successful inauguration of the second year of the New York Publishers' Baseball League.

San José Book Fair

THE Pen Women of San José, Calif., staged an interesting book celebration on May 17th and 18th, an exhibit which was called a Book Fair, where rare and modern books were to be found, and literary people met. Tickets were sold at fifty cents apiece, and a prize was offered for the one who sold the most admissions. These were on sale at all the four bookstores as well as at the libraries and other central points. At the special author's luncheon, Kathleen Norris was the guest of honor.

New English Publishers

ALTHO publishers often tell me they are going thru hard times, there is something so fascinating in that profession that every week seems to see an addition to its ranks," says Clement K. Shorter in the London *Sphere*. "I am the more particularly interested when it is men who are themselves men of letters who take up this occupation. Roger Ingpen, for example, is associated with the firm of Selwyn and Blount, a firm which has many good books to its credit, the latest being a charming issue of FitzGerald's "Omar Khayyám," with parallel texts of the first and second editions. Mr. Ingpen was formerly identified with the firm of Smith and Elder, for he was at one time on the editorial staff of the *Cornhill Magazine*. He has edited many books, and perhaps his most attractive achievement is his collection of the "Letters of Shelley," which has gone thru more than one edition.

"Another literary publisher is Mr. Philip Allan, who also was for a long time associated with the now extinct firm of Smith and Elder. He is the author of a very fine work on book collecting—"The Book Hunter at Home" (Philip Allan & Co.). I have been favored with it in a large-paper form—one of 500 copies. I have enjoyed every word of it, altho much is out of my depth; I retire from its perusal humbled. I am not really a collector but a mere journalist whose library is a journalist's ideal of the books of use for the production of newspapers. Mr. Allan's book gives me a feeling that there are vast gaps in my knowledge of books."

A Bookstore in the Film

ENGLAND seems to have preceded America in supplying an example of the use of news films in giving publicity to individual bookshops. The London paper, the *Screen Weekly*, tells of the making of a film "interview" with one of the salesmen of Foyle's well-known second-hand bookshop at Charing Cross, London. One of the best known salesmen in that store is Rev. George Duncan, at the head of the theological department, a preacher for fifty years before he became a bookseller. The film was shown thruout the country and must have brought good advertising for Foyle's.

Rand, McNally Increases Plant

RAND, McNally's plant at Ossining, New York, is being increased by about 25 per cent in floor space and capacity to meet the growing demands. The firm is now producing in all fields at this plant, will emphasis on map and text book production The Twenty-Second Street office, according to Mr. McNally, who has just been visiting New York, is also feeling the pressure of need of more space, and the firm is discussing plans for getting more room at this point.

Thirty-five Years of Bookselling

IN the latest catalog from the Morris Bookshop, Chicago, the proprietor, Frank M. Morris, modestly points out that he is celebrating his thirty-fifth year as a bookseller. No bookseller in a large community has been able to do more in making his personality and influence felt in a most intimate way, and literary Chicago today owes much to what he has done in this field. To quote the Chicago *Evening Post:*

"Mr. Morris has not only kept up the traditions of a noble profession but he has been a friend of every literary man and literary movement in the city, and if anyone ever attempts a history of literary Chicago or anything of that sort he will find Mr. Morris one of his best and most willing sources of information. Meanwhile, we hope that Mr. Morris will find that the first thirty-five years are the hardest and that as one enters into one's second thirty-five-year lap the rewards of constancy begin to come in with ever increasing frequency."

THE DOOR WAS OPEN

"In these hard times I'm trying to make a living by selling this set of books. Won't you help me out?"

"You betcha. I will in a minute if you don't go peaceably." —*Life.*

IN CONNECTION WITH THE PUBLICATION OF "THE ISLE OF SEVEN MOONS," PUTNAM'S RETAIL STORE MADE AN ELABORATE DISPLAY OF ALL THE WRITINGS OF ROBERT GORDON ANDERSON, AUTHOR, BOOK SALESMAN, POPULAR AND BELOVED FIGURE IN THE BOOK-TRADE.

FREDERICK W. WILE, chief of the Washington Bureau of the Philadelphia Ledger, has accepted a contract to write his autobiography for the Century Company, narrating his experiences as an American newspaper man for twenty years here and abroad. Mr. Wile will begin with his cub reporting days in Chicago and follow with his subsequent newsgathering adventures in Europe and Washington. The articles will begin to appear in serial form next winter, and Mr. Wile hopes to complete them before the end of 1923.

DODD, MEAD & CO., in an effort to create interest in the new W. J. Locke novel, "The Tale of Triona," to be published in September, have printed at the bottom of all their invoices *This Is A Locke Year*. Despite their assumption that everyone in the trade would understand the meaning of this cryptic message, an inquisitive gentleman wrote them, "not being able to find the word Locke in the dictionary, will you kindly tell us the meaning of the word. This is merely to satisfy our curiosity." Such is fame!

THE eighty-fifth issue of the "English Catalog of Books" has just reached this country, the American market being handled by the PUBLISHERS' WEEKLY. The volume is familiar to all the American book-trade as the authoritative guide on the new books of Great Britain accumulated from the weekly list in the *Publishers' Circular*. The volume contains, also, a list of learned societies, printing clubs, etc., with lists of their publications, and a directory of publishers.

ON JUNE 1ST, new prices, 20% below the old, were established by E. P. Dutton & Company, on all three bindings of the *Everyman's Library*. The regular cloth binding will now be 80c, library cloth $1.10 and flexible leather $1.60.

ALL THOSE who want a critical guide to the best works of American authors will be interested in "A Short History of American Literature," published by Putnam and based upon the "Cambridge History of American Literature."

"WE HAVE SOMETIMES thought (tho we do not care very much for sequels)" writes Christopher Morley in the New York *Evening Post* "of having our old friend Roger Mifflin, wearying of running his second-hand bookshop in Brooklyn, buy some kind of barge or tugboat and go seafaring along the coast and inland waterways in a nautical bookship. But now comes a mysterious clipping from the London *Nation and Athenæum*, which seems to project the first of all actual maritime bookstores:

"'We believe the Anchor liner commanded by the author of "The Brassbounder" has become a sort of link between the literary circles of New York and London. She is the home, we have heard, of an exclusive club when in New York Harbor, and the rare notions there exchanged do not figure in the ship's manifest. It is said to be Capt. Bone's intention to open a bookshop on the latest big addition to his company's fleet and to persuade young literary men to run the shop in turn.'

"If it is true that the Anchor Line plans a bookshop on the new *Tuscania*, our hat is in the ring as a candidate for the position of book-steward."

Plays for Children

A VALUABLE reference list of plays for children has been published in revised form by Kate Oglebay, the first issue having been 1920. Booksellers will find it useful for their reference shelves to enable them to help customers find the right type of play for children.

A New Out-Door Book

ALL who enjoyed Morris Longstreth's books on the Catskills and Adirondacks will find his latest "The Laurentians" (Century) even more entertaining reading, and booksellers will do well to find a place for it on their outdoor shelf. The region described in this glorified guide book lies only thirty-six hours from New York in a little explored part of the province of Quebec.

Promoting Gardening Books

A MOST attractive little catalog, designed to increase summer business, has been issued by the Hampshire Bookshop, Northampton, called "Books and Gardening." The little 4½ x 6 booklet is most attractively bound in light green covers and has an essay by Doris Patee on "Books Will Make Your Garden Grow" an essay full of suggestions as to the books that are most useful in the different problems of practical gardening. This article is followed by a list of good garden books with brief notes, and other lists on nature books follow. The typography has been most carefully planned.

A NEW SHELF FIXTURE THAT PERMITS THE DISPLAY OF A GOODLY NUMBER OF BOOKS.

"Wiggily" Wrapping Paper

WHAT seems to be an entirely new field of book promotion has been developed for the "Uncle Wiggily Bedtime Stories," by Howard Garis. A New York firm dealing in wrapping paper has arranged for special illustrated "Uncle Wiggily Stories" which it prints on wrapping paper and paper bags, these to be sold to stores for the purpose of attracting the child trade of the country. Each story refers to another sheet that can be had of a different story, so that children will bring their mothers back to make further purchases. The "Uncle Wiggily Stories" have also gone on the radio recently.

Perfecting Book Display

THE increased emphasis on the importance of neat and adequate display of books in order to get the proper turnover has brought many new display fixtures into the market, several of which have proved peculiarly effective for the purpose. The Universal Fixture Corporation, which produced the rotary fixtures that have been featured by the American News Company in its well directed efforts to get books attractively displayed, has now put on the market a new shelf fixture that permits the display of a goodly number of books. It can be easily moved from one counter to another and displays the titles directly at the level of the customer's eyes. These fixtures are of metal, and books can face either way and set broadside or in regular rows.

Good Book-Making

TWO committees have been discussing the state of public taste in England recently, a committee representing British industry and a committee representing the interests of art. In brief, industry says that "there can be no substantial improvement in the artistic quality of British products until the taste of the buyer is improved," and the artists believe "there can be no improvement in the taste of the buyer until the characteristics of the products improve." Probably progress has got to be made side by side. There are undoubtedly many merchants who would like to improve the general taste of each article which they handle but find their public lagging behind, and there are also merchants whose taste lags behind that of the customers. There is hope in the educating of children, but sometimes those who have labored to improve the taste of youth thru many grades of school work and then have seen the decorations in the homes which these same children make for themselves as adults, feel a sense of discouragement.

While in matters of taste progress is always slow, it has ever been one of the encouraging things about printing that there seem to be so many people who appreciate beautifully balanced pages who have not been especially trained in the æsthetics of typography. In printing, as in many arts, there has been often too much of a feeling that "fine printing" was queer printing. To quote W. R. Lethaby from an article printed in connection with the Guild Exhibition in London, "Design is not some strange contortion of a useful thing into a freak; it is, properly, the arranging how reasonable work may be rightly done."

The latest bulletin from the Harvard University Press now puts a September date upon the publication of D. Berkeley Updike's important book on the history of printing, which has long been awaited by those who are interested in good book printing and who appreciate what Mr. Updike's work stands for in American printing. Mr. Updike entered into the field of book production after the most thoro and unusual preparation by study of the best examples of world printing and after many years spent in collecting works on the history of printing, so that his library in Boston forms an unusual background for any typographical work, including as it does, examples of every printing master in addition to copy books, style books and items that are seldom seen. This bulletin of the Harvard Press in its introduction says:

"Both the general reading public and the booksellers are evincing an increased appreciation of sound manufacture in books. Our position has always been that a good book is worthy of good physical dress and that shoddy or cheap manufacture is a most serious detriment to efficient publishing. All our books published in the last year and a half have been under the direction of Bruce Rogers, who has been for some time the official printing advisor of Harvard University."

Mr. Rogers, as is well-known to lovers of printing, is also responsible for many special items that are coming out thru the press of William E. Rudge of Mt. Vernon. Among those published recently is "The Bride of Huitzil," an Aztec legend, by Hervey Allen, published by James F. Drake in New York. The book is a slim octavo, and the pages are decorated in the Aztec manner by Bernhardt Wall. The selection of type, use of italics and general make-up are pleasing in every way. The binding in imported gilt and red paper with a buckram back is an extremely effective piece of work.

Another book that Mr. Rogers has been responsible for comes from the Dunster House Bookshop, Cambridge, Mass., a volume of poems by Conrad Aiken, another example of Mr. Rogers's skill in handling the poetical line in book composition.

A very attractive little volume of poetry is "The Little Book of Society Verse," compiled by Fuess and Stearns, just issued by Houghton Mifflin Company. The volume is of pocket size, pleasant type page, pages running easily thru the hand and with a daintily contrasted cloth cover very suitable to a volume of society verse.

The Macmillan Company have given a very pleasing format to "The Dingbat of Arcady," by Marguerite Wilkinson, which has been printed for them by the Conde Nast Press, Greenwich, Conn. The green cover and wrapper, a suggestion of the happy out-of-doors, are very suitable to the volume.

A twelvemo volume of very satisfactory make-up and dignified design is "The Ninth Vibration," by L. Adams Beck, a collection of stories of Asia. The title page is two-color, type, modern and pleasing, and the binding substantial and in keeping with the book.

A perfect use of the silhouette is shown in the Century Company's edition of "More Jataka Tales," retold by Ellen C. Babbitt, for which Ellsworth Young, who did the illustrations for the first series, has made a series of thirty-three silhouettes, one of which appears to advantage on the cover.

The University of Chicago Press has carried thru an interesting piece of publishing in the volume entitled "Naturalists in the Great Lake Region," a book that endeavors to cover in one volume all the different aspects of nature study for a limited region. The illustrations are profuse, well-executed and very illuminating, and include geological maps, nature drawings, photographs, etc. Such a book may suggest the same type of volume for other regions. In making the volume flexible for pocket form, the publishers have used the heavy leather substitute, which has been used more generally in commercial work than in book publishing.

A fine and dignified pair of octavos is "The Life of E. H. Harriman," by George Kennan, published by Houghton Mifflin Company. And another fine biography in appearance is "The Life of Donald G. Mitchell," by Waldo H. Dunn, published in one volume by Scribner. These works are in the best style of dignified and well-executed octavo.

Houghton Mifflin Co. has also made an attractive book of "The Blocking of Zebrugge," by Captain Carpenter, just published in this country.

English Book-Trade News

(From Our London Correspondent)

THE best selling novels just now are:

Richard Triumphant. W. Pett Ridge.
Men, Women and Beasts. H. de Vere Stackpoole.
Peter. E. F. Benson.
Sembal. Gilbert Cannon.
The Oppidan. Shane Leslie.
The Red House Mystery. A. A. Milne.

We ought to include in the above, and our reason for not doing so is that they are things apart from the ordinary successful novels, Mr. Hutchinson's "If Winter Comes" and Wilfred Ewart's "Way of Revelation." The first book is just soaring to heights unknown in the way of sales, while Mr. Ewart's book is arriving at a remarkable figure for a war novel. These two novels, so different in every way except one—their sincerity—are seen everywhere: in the homes, clubs, tubes, trains, etc. Their authors are, indeed, very fortunate.

Non-fiction is giving us some very readable works:

Alfred Noyes' The Torch Bearers.
Hilaire Belloc's The Jews.
Harold Begbie's Shackleton.
J. C. Squire's Poems (2nd Series).
Edmund Gosse's Aspects and Impressions.
William Beebe's The Edge of the Jungle.

Some other good books for which orders are flowing in satisfactorily both non-fiction and fiction, are:

Lord Dunsany's Chronicles of Rodriguez.
Ethel M. Dell's The Odds and Other Stories.
Middleton Murray's The Things We Are.
Brander Matthews' Essays on English.
Mr. Duster's Painted Windows.
Victor Bridge's Greensen Gland.
Dark's Outline of Wells.
Mrs. Watts-Dunton's Swinburne.
G. B. Burgin's More Memoirs.
Joseph Tumulty's Woodrow Wilson.

The spring book-trade, in spite of the still continuing difficulties which face the publisher and bookseller, has been excellent. It would have been an amazing spring if everything had been straight and clear sailing. It doesn't want much imagination to realize this when you read what the difficulties have been: Abnormally high income tax, local taxes almost up to war heights, the state of Europe, the threatening general election, two million unemployed, pending strike of one million engineers, red revolution or civil war, or whatever else you care to call it, in Ireland; high bank rate (now falling, thank goodness!), cost of book materials, etc., still probably over 200 per cent above pre-war rates, advertising costs and transportation charges almost impossible—and a few others not worth mentioning! Quite a nice little catalog, the reader will agree. It is not to be wondered at that publishers and booksellers have been a little apprehensive. Yet, in spite of all of these things, they go on their way, quietly producing, gauging the possibilities of a book, and placing the same before their clients in the bookshops. The bookseller, while perhaps a little more cautious than in the old days, continues to show his courage by stocking the couple of thousand books or so which have made their appearance lately or will do so before spring merges into summer. And, what is even more encouraging, this means that books *are* selling. If the book buying habit would return in full force, the optimism of the few would be more than justified. And many of the works which have appeared and which are to appear during the next few weeks are intensely interesting. The little lists, brief in the extreme, given below, will bear this out. Several of them are not just books of the moment, while others are of the "best sellers." There has been one other very bad detriment to good sales this

year, and this has been the unfortunate packers' strike which lasted several weeks. Fortunately, it is over, but it did a great deal of harm while it lasted, and thousands of pounds of orders, in the aggregate, were lost, perhaps not forever, but, in any case much trade was definitely and entirely lost. Soon the quiet summer days will be upon us, when practically only the cheap reprint will have anything like sales and when publishers will be getting ready their autumn books.

Here is a new idea for a circulating library, for which England is famous. It has been started by Harrods, the great London store. In order to meet the needs of those who only occasionally require to use a library to secure some special or recently published work, Harrods are issuing 100-Day Readers' Tickets. These are available at half a guinea each, and entitle the holder to borrow a book whenever desired, up to a total of a hundred days, which may possibly extend over several years.

More American publishers, says *John O'London's Weekly*, have come to London this spring, seeking new books, than have ever been here before. Per contra, we have sent more authors to America lecturing, Mrs. Margot Asquith among them, and so the business is even. It would be a pity if either country should have any advantage over the other in literary faring.

This is how the Britisher's money goes. It is an excerpt from the famous Geddes Report:

In examining the estimates of the British Museum we are struck by the greatly increased cost of bookbinding. This item, which in 1913-14 cost £11,900, is estimated in 1921-22 at £26,500, and in 1922-23 at £22,000. We suggest that in present circumstances this item should be reduced by £3,000, and the incidental expenses at the Natural History Museum should be reduced by £5,000.

We learn from the *London Evening News* that John Galsworthy, back from his Scandinavian tour and his visit to Paris, was again in the chair at the P. E. N. Club the other night when the guests were M. Emile Cammaerts, the Belgian poet, and Mr. Mjelde, a Norwegian author. The P. E. N. Club, which numbers most of the younger school of writers among its members, has been so successful that associate clubs have already been established in Paris (with M. Anatole France as its head), Brussels, and New York. Spain is to have a branch shortly, and similar clubs are being projected in Norway, Sweden and Denmark. Members of the London (or parent) club are ex-officio members of all the others. "No speeches" is one of the rules of the club; but there is always a riot of conversation to make up for any lack of after-dinner oratory.

The sister of A. S. M. Hutchinson, Vere Hutchinson, is having her first novel published almost immediately by Jonathan Cape, who has so definitely made his place among the notable British publishers. Miss Hutchinson's story is to be entitled "Sea-Wrack."

Mr. Hutchinson's new novel, "This Freedom," is going to surprise his tens of thousands of readers. It is a very remarkable analysis, penetrating to the utmost degree of human character. The drama of it, as well as its vividness, will assure for it another tremendous sale.

Song For Anthologists

(With the Compliments of the Season to W. S. Gilbert)

As the burglar still continues enterprising,
Enterprising,
He has given up the grosser forms of crime,
Forms of crime;
And is now anthologizing, 'thologizing,
'Thologizing,
Making free with other people's bits of rhyme,
Bits of rhyme.
So he preys upon the products of the gifted,
Of the gifted,
Whom he doesn't often have to reimburse,
Reimburse.
With the cream of many volumes gently lifted,
Gently lifted,
He compiles a Wee Anthology of Verse.

When he wants to put a penny in his purse,
In his purse,
He compiles a Wee Anthology of Verse.

When you chance to need some easy pocket money,
Pocket money,
You will thank me for this inexpensive hint,
'Spensive hint,
For anthologizers,—which is mighty funny,
Mighty funny,—
Are not often asked to pay for what they print,
What they print.
For the poet thinks it helps his reputation,
Reputation,
(And the poet really ought to have a nurse,
Have a nurse).
So for little work and ample compensation,
Compensation,
Just compile your Wee Anthology of Verse.

When you want to put a penny in your purse,
In your purse,
Just compile your Wee Anthology of Verse.

A. G. in Life's Bookstuff Number.

Business Notes

COLUMBUS, MO.—The Missouri Store Co., dealers in books, will erect a two-story building at a cost of $40,000.

LIBERTY, MO.—The Liberty Book Store, of which E. T. Brant is proprietor, is the successor to O. A. Hutchings, dealer in books and stationery.

NEW YORK CITY.—A new foreign bookstore of the Metropolitan Library, Inc., has opened with very attractive quarters at 41 West 39th St., and will carry books in French, German and Spanish as well as art books and religious books.

NEW YORK CITY.—The Aldus Book Shop, dealers in Modern First Editions and Rare Books, has moved to more convenient and commodious quarters at 36 East 49th Street. It has also added a new department containing imported and domestic editions of current books which will open on or before June 1.

NEW YORK CITY.—At 804 Sixth Avenue, Chagnon & Co., Felix Lang, proprietor, have opened a new French bookstore.

NEW YORK CITY, N. Y.—The Economy Book Store Co., J. Benjamin, proprietor, has removed from 97 to 59 Nassau St.

NEW YORK CITY.—M. Gottschalk & Co., 47 East 44th St., have been appointed American agents for the Navarre Society, London, of which Charles J. Sawyer is the head.

PORTLAND, ME.—The Book Mart, Congress St., has opened a new stationery and bookstore, of which Robert J. Flaherty will be manager.

WATERBURY, CONN. — The Howland Dry Goods Co. of Bridgeport has secured a controlling interest in the Reid-Hughes Co., which hereafter will be conducted as the Howland-Hughes Co.

Obituary

THOMAS W. DURSTON

THOMAS W. DURSTON, a famous old-time bookseller in Syracuse, N. Y., died at his home in East Orange, N. J., on May 19th from an attack of pneumonia. Born in Syracuse in 1844, "Tom" Durston was identified with many interests in that city. When the Civil War broke out, he left his place as an assistant in the Wynkoop Bookshop and enlisted in the cavalry. He served thruout the four years, receiving his discharge as Quartermaster-Sergeant. In 1869 he started in for himself as Thomas W. Durston & Co., and for years his shop in Vanderbilt Square was the best known in central New York. From it eventually came Clarence Wolcott, W. Y. Foote and Frederick C. Bailey, each of whom engaged in the book business for himself. In 1893 the firm became Thomas W. Durston & Son by the admission of his son, J. Frank, into partnership. In January, 1897, the firm failed and the stock was sold to close the business. He was agent for a long period for the Methodist Book Concern, and afterward when he retired from the book business he was connected for ten years with Syracuse University as bursar.

EDWIN W. HALL

EDWIN W. HALL of the traveling staff of the Dodge Publishing Co., died at his residence in East Orange, N. J., on May 30th. He was fifty-four years of age. Starting as a boy with Thomas Nelson & Sons when they represented the Oxford Bible line in America, he became a salesman in early manhood, and during the past thirty years he traveled for Nelson's, the International Bible Agency, Cassell & Co., Scribner's, Moffat, Yard & Co., and for the past four years he represented the Dodge firm in Boston, New York State and the South. He is survived by his widow and three sons.

DR. JOHN A. WYETH

DR. JOHN A. WYETH, founder of the Polyclinic Hospital, New York, and one of the most famous surgeons in America, died at his home in New York on May 28th. He was in his seventy-eighth year. Born in Alabama, he fought for the Confederacy in the Civil War and published two books relating thereto, "With Sabre and Scalpel" (1914) and "Life of General Nathan B. Forrest" (1899). He was also the author of a "Textbook on Surgery," first published by Appleton, afterward by the Oxford University Press.

Communication

225 Albert Street,
Brisbane, Australia, 10th April, 1922.

Editor, PUBLISHERS' WEEKLY:

Our previous letter to you, which you were good enough to publish, with regard to short postage on American letters sent to us, has had such a good effect that we would like to draw the attention of your publisher readers to the fact that we want their announcements and catalogs—not only just this once but as issued in future. Even some of the many friends with whom we deal fail us in this respect.

With kind regards and many thanks.

Very truly yours,
GEO. H. BARKER.
Bookseller to the University of Queensland.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tf. (32mo: 12½ cm.); Ff. (48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.

Aldrich, Fred Davis; Foster, Irving Lysander, and Roulé, Claude
Elementary French; the essentials of French grammar with exercises; rev. ed. 10+539 p. front. (col.) il. map D [c. '22] Bost., Ginn $1.56

Alington, Cyril Argentine
Through the shadows. 233 p. D c. N. Y., Macmillan $1.75
Complications arising from assumed identities at an English house party in honor of an American girl.

Allen, Nellie Burnham
North America. 14+391 p. front. il. diagrs. maps col. maps (pls.) D (Geographical and industrial studies) [c. '22] Bost., Ginn $1

Anker, James
Two dead men; tr. from the Danish by Frithjof Toksvig. 211 p. D c. '22 N. Y., Knopf $1.75
A mystery story of one of the cleverest criminals of Danish police activities.

Anonymous
Hoax. 8+297 p. D [c. '22] N. Y., Doran $2
A very modern young man as viewed by his amused father.

Association of Collegiate Schools of Business
Social studies in secondary schools; the commission on correlation of secondary and collegiate education; with particular reference to business education. 10+117 p. fold. chart tabs. diagr. D (53 p. bibl.) [c. '22] Chic., Univ. of Chic. Press $1

Auden, Harold A.
Sulphur and sulphur derivatives. 18+101 p. front. il. diagrs. D (Pitman's common commodities and industries) ['21] N. Y., Pitman $1
Sulphides and chlorine compounds; Sulphates of calcium, aluminum, ammonium, copper, iron and zinc; Sulphuric acid manufacture; Residual products; Uses of sulphuric acid.

Bailey, Carolyn Sherwin
Flint; the story of a trail. 315 p. front. pls. D [c. '22] Milton Bradley Co., Springfield, Mass. $1.75
A tale for boys and girls, of Indian war paint and buried treasure.

[Bayes, Walter, and others]
Training in art and handicrafts. 7+128 p. il. diagrs. S (The new educator's lib.) '22 N. Y., Pitman 85 c.
Design; Perspective; Clay modelling; Metalwork; Raffia work; Basket-work in schools; Bookbinding; Upholstery; Paper modelling; Toy-making.

Beaumont, Roberts
Wool substitutes. 14+190 p. il. pls. tabs. diagrs. O '22 N. Y., Pitman $3
Reclaimed wool; Mungo and shoddy; Extract wool; Noils; Blending; Yarn preparation; Cloth manufacture.

Bell, Bernard Iddings, D.D.
The good news. 13+108 p. D [c. '22] Milwaukee, Wis., Morehouse Pub. Co. $1.35
The unknowable God; The knowable God; Christ's kind of a church; Our social duty; How to talk with God; The touch of Jesus.

Bennett, Arnold i. e. Enoch Arnold
The love match; a play in five scenes. 117 p. D [c. '22] N. Y., Doran bds. $1.50
A comedy on marriage.

Andress, James Mace, and Andress, Annie Turner
The story of Rosy Cheeks and Strong Heart; a health reader for the third grade; il. by Dorothy Whitmore. 47 p. col. il. S c. '20-'22 N. Y., Macmillan pap. 30 c.

Austin, Benjamin Fish
Christ or Barabbas; a psychic novel. 5+142 p. D [c. 21] Los Angeles, Cal., Austin Pub. Co. $1

Barton, Bruce
Only one thousand dollars; with which is incorporated the annual report of the Salvation Army, 1921. 80 p. D '22 N. Y., Commissioner Thomas Estill, 122 W. 14th St. pap. apply

Bedford-Jones, Henry
The fiction business. 11+72 p. O ['22] Denver, Col., Student Writer Press $1

Blue hen's chickens' cook book; containing a number of long used recipes, embracing all popular dishes and a variety of miscellaneous recipes of more than special value to housekeepers. 112 p. D c. '21 Milford, Del., Milford Chronicle Pub. Co. pap. apply

Bourke, Rev. M. P.
Some medical ethical problems solved; [paper presented to the Catholic Hospital Assn. of the U. S. and Canada.] 24 p. O [c. '21] Mil., Wis., The Bruce Pub. Co. pap. apply

Bragdon, Claude Fayette, ed.
Oracle; [spiritual communication]. 64 p. front. (por.) facsm. S c. '21 Rochester, N. Y., The Manas Press $1.50

Blavatsky, Helene Petrovna; Judge, William Quan, Tingley, Katherine

Le message de la théosophie; recueil de pensées secourables appropriées à l'heure actuelle, tirées des oeuvres des trois leaders du mouvement théosophique. 106 p. front. (por.) pls. (pors.) T [c. '22] Point Loma, Cal., Aryan Theosophical Press 75 c.

Boyd, William

The history of Western education. 11+443 p. O ['21] N. Y., Macmillan $5

Brunet, René

The new German constitution; translated from the French by Joseph Gollomb; foreword by Charles A. Beard. 14+339 p. (bibl. foot-notes) O c. '22 N. Y., Knopf $3.50

An account of the German revolution, and an analysis of the new plan of government.

Bull, Albert E.

Buying goods; the commercial buyer and his work. 7+96 p. D (Pitman's popular business books) '22 N. Y., Pitman 85 c.

Buttz, Henry Anson

His book; lectures, essays, sermons, exegetical notes; ed. by Charles Fremont Sitterly; in 2 v.; v. 1, v. 2. 250 p. front. (por.) pls. (pors.) facsm. O N. Y., Methodist Bk. Concern $5 set

Vol 1; Introductory; Lectures; Essays and reviews. Vol. 2; Baccalaureate sermons; Exegetical notes.

Cadmus, Nancy E.

A manual of obstetrical nursing; prepared for use in connection with textbooks of obstetrics. 15+100 p. (bibl.) tabs. D c. '22 N. Y., Putnam $1.25

For training schools as an aid to a gradual development of remedies for the insufficient amount of attention paid to the subject.

Cann, T. C.

Grammar for Italians to learn English; a rational, theoretical-practical method; new complete course. 608 p. D ['21] Milwaukee, Wis., C. N. Caspar Co. bds. $2.50

Carswell, Catherine

The camomile; an invention. 319 p. D [c. '22] N. Y., Harcourt, Brace

The reactions of a girl ambitious to write, told in diary form.

Caven, Stewart Thomas

A pair of idols. 280 p. D [c. '22] N. Y., Dutton $2

An Irish love story.

Chaffee, Allen

Unexplored; il. by William Van Dresser; [with glossary and pronouncing dictionary of geological terms used and key to geologic time.] 266 p. il. (pls.) D (Bradley quality books) c. '22 Springfield, Mass., Milton Bradley Co. $1.50

A western tale of cowboys and daring feats, which serve as a background for geologic information.

Clapham, Richard

Trout-fishing for the beginner; with 22 diagrs. by the author. 12+100 p. D [n. d.] N. Y., Stokes $1.25

Suggestions on equipment and technique by an English angler.

Colby, Frank Moore, ed.

New international year book for 1921. 776 p. il. pls. maps O [c. '22] N. Y., Dodd, Mead $6.75

"Compendium of the world's progress during the year 1921."

Colby, Gertrude K.

The conflict; a health masque in pantomime. 70 p. front. pls. diagrs. O ['21] N. Y., A. S. Barnes & Co., 30 Irving Pl. $1.50

Comstock, Harriet Theresa Smith [Mrs. Philip Comstock]

At the crossroads; front. by Walter De Maris. 283 p. front. (col.) D c. '22 Garden City, N. Y., Doubleday, Page $1.75

The decision that duty is greater than love works out a happy solution for tangled lives.

Connell, Richard

The sin of Monsieur Pettipon and other humorous tales. 287 p. D [c. '22] N. Y., Doran $1.75

Mr. Pottle and the South-Sea cannibals; The cage man; Gretna greenhorns; The $25,000 jaw; Mr. Pottle and the one man dog.

Conway, Sir Martin i. e. William Martin

The Van Eycks and their followers. 19+529 p. front. il. pls. Q '21 N. Y., Dutton $15

Traces the origin of the art of the Van Eycks in the French schools of the 14th century. Describes the work of all the known artists of the Low Countries down to Bruegel.

Conwell, Russell Herman, D.D.

Sermons for the great days of the year. 6+226 p. D [c. '22] N. Y., Doran $1.50

Discourses for the outstanding occasions of the church calendar, from New Year's day to Christmas.

Corkery, Daniel

The hounds of Banba. 222 p. D '22 N. Y., Huebsch $1.50

Short stories of Irish revolutionaries. Partial contents: The ember; On the heights; Comrades; Seumas; Colonel MacGillicuddy goes home.

Crawford, James Pyle Wickersham

Temas Españoles; [Spanish composition and conversation for 2nd year classes.] 8+203 p. S c. '22 N. Y., Holt $1

Cain, Belle Maxwell

Soul beams, [verse]. no paging S c. '22 Wash., D. C., [author], Wardman Park Inn $1.25

Columbia University. Teachers College

Social hygiene education; report on a social-hygiene program given at Teachers College in the summer session of 1920, under the auspices of Teachers College of Columbia Univ., U. S. Interdepartmental social hygiene board, U. S. Bureau of Education, U. S. Public health service, Am. Social hygiene association. 22 p. (2 p. bibl.) O ['21] N. Y., Teachers College, Columbia Univ. pap., gratis

Deland, Margaret Wade Campbell [Mrs. Lorin Fuller Deland]

The vehement flame; with front. by C. E. Chambers. 378 p. front. D [c. '22] N. Y., Harper $2

A boy of nineteen is swept by his youthful emotion into a romantic marriage with a woman of thirty-nine.

De Nerval, Gerard or Labrunie, Gerard

Daughters of fire; Sylvie-Emilie-Octavie; tr. from the French by James Whitall. 138 p. S c. '22 N. Y., N. L. Brown $1.50

Contents: Introduction; Sylvie, ideal love; Emilie, memories of the French Revolution; Octavie, the illusion.

Derieux, Samuel A.

Frank of Freedom Hill; with a front. in color. 292 p. D c. '22 Garden City, N. Y., Doubleday, Page $1.75

A story for all dog lovers, the adventures of Frank, a big Irish setter, who, "If he had not been a dog would have been a gentleman."

Donaldson, Ellen Miller

Moons of long ago; old Indian tales; il. by Charles H. Lassell. 140 p. D [c. '22] Springfield, Mass., Milton Bradley Co. $1

Dorado, Carolina Marcial, and Ray, Medora Loomis, eds.

Trozos modernos; selections from modern Spanish writers; ed. with notes, direct method exercises and vocabulary. 4+195 p. front. (col. pl.) il. S [c. '22] Bost., Ginn 84 c.

Doughty, William Howard, jr.

Socialism and the average man; a presentation in popular form of the nature of socialism; the fallacies inherent in certain of the more general and fundamental doctrines of socialism; the disingenuousness of the propaganda in favor of socialism; and the futility and impracticability of certain typical schemes that have taken shape under the name of socialism. 13+238 p. O c. '22 N. Y., Putnam $2.50

Downing, Elliot Rowland

A naturalist in the Great Lakes region. 25+328 p. front. il. maps tabs. charts diagrs. D (The Univ. of Chic. nature-study ser.) [c. '22] Chic., The Univ. of Chic. Press leath. $3.50

Description of the flora and fauna of the Great Lakes region. Traces development of the geologic and physiographic factors which have affected the distribution of the plants and animals.

Drury, Aubrey, and others, comps.

World metric standardization; an urgent issue; a volume of testimony urging world-wide adoption of the metric units of weights and measures—meter-liter-gram. 524 p. fronts. (por.-map) O [c. '22] San Fran., Cal., World Metric Standardization Council, 681 Market St. $5

Eaton, Walter Prichard

Penguin persons and peppermints. 12+251 p. D [c. '22] Bost., W. A. Wilde Co. $1.50

Quiet essays on varied subjects.

Edwards-Ciabattari, R.

Easy method for Italians to learn English, especially adapted for beginners. 243 p. D ['22] Milwaukee, Wis., C. N. Caspar Co. bds. $2

Erckmann, Emile, and Chatrian, Alexandre

Histoire d'un conscrit de 1813; ed. with notes, exercises and vocabulary by Madison Stathers. 7+288 p. fronts. (map, il.) il. S [c. '22] Bost., Ginn 84 c.

Ettinger, William Louis; Shimer, Edgar Dubs, and O'Regan, James J.

The progressive road to silent reading. 10+214+16 p. il. D (The Progressive Road to Reading ser.) [c. '22] Bost., Silver, Burdett & Co. 76 c.

Suggestions for efficiency for children; Reading for comprehension; Reading for speed; The study of standard pictures; Correlation.

Ewart, Wilfrid

Way of revelation; a novel of five years. 492 p. O c. '22 N. Y., Appleton $2.50

The Great War as the fiery test of manhood and womanhood is the subject of this novel by the English author.

Farquhar, A. B., and Crowther, Samuel

The first million the hardest; an autobiography. 11+316 p. O c. '22 Garden City, N. Y., Doubleday, Page $3.50

A financial history of America for the past 60 years; how a raw country lad built up one of the great industrial plants and one of the great fortunes of the United States.

Flammarion, Camille i. e. Nicolas Camille

Death and its mystery at the moment of death; manifestations and apparitions of the dying; "doubles"; phenomena of occultism; tr. by Latrobe Carroll. 371 p. O (Death and its mystery trilogy, v. 2) c. '22 N. Y., Century $3

The great astronomer presents the results of more than 50 years' investigation of facts concerning immortality in his trilogy "Death and its Mystery." The present volume discusses the age-old phenomenon of psychic power exhibited at the moment of death.

Frankau, Gilbert

The love-story of Aliette Brunton. 487 p. D [c. '22] N. Y., Century Co. $2

An English novel dealing with the play of emotions of a high-minded woman, of the man she loves, and of the husband she does not love.

Dercum Francis Xavier

An essay on the physiology of mind; an interpretation based on biological, morphological, physical and chemical considerations. 3+150 p. D [c. '22] Phil., W. B. Saunders Co. $1.75

Dunn, Fannie Wyche

Educative equipment for rural schools. 23 p. O [c. '21] N. Y., Teachers College, Columbia Univ. 25 c.

Fisher, Richard Thornton

The management of the Harvard forest. 27 p. (1 p. bibl.) front. il. pls. tabs. fold. map O (Harvard forest bulls.) [c. '21] Petersham, Mass., Harvard Forest pap. $1

Frost, Norman

A comparative study of achievement in country and town schools. 70 p. tabs. (1 fold.) diagr. O ['21] N. Y., Teachers College, Columbia Univ. pap. $1; $1.50

Gabriel, Gilbert W.
Jiminy; decorations by Ada V. Gabriel. 270 p. il. D [c. '22] N. Y., Doran $2
Jiminy and Benjamin set out in quest of the perfect love story, Rafael's lost sonnets to his beloved Margarita.

Galloway, Thomas Walton
Reproduction. 144 p. il. S (School science ser. no. 4) '22 c. '16 Bloomington, Ill., Public School Pub. Co. 90 c.
For students in elementary courses in biology and for the layman who is interested in a simple, non-technical account of one of the most wonderful of the life processes.

Galsworthy, John
A family man; [a play] in 3 acts. 108 p. diagrs. D c. '22 N. Y., Scribner $1

Garvie, Alfred Ernest
The Christian preacher. 507 p. O (International Theological Library) [c. '21] N. Y., Scribner $3.50

Gauguin, Paul
The letters of Paul Gauguin to Georges Daniel de Monfreid; tr. by Ruth Pielkovo; foreword by Frederick O'Brien. 7+178 p. front. (por.) pls. O c. '22 N. Y., Dodd, Mead $3
Letters to Gauguin's friend, fellow artist, counsellor, and banker.

Gerard, Louise
A son of the Sahara; il. by Frank Tenney Johnson and Joseph Franké. 299 p. pls. D [c. '22] N. Y., Macaulay $1.75
A romance of the desert involving the capture from motives of revenge of an English heiress.

Glasgow, Ellen Anderson Gholson
One man in his time. 6+379 p. D c. Garden City, N. Y., Doubleday, Page $2
The struggle between the old order and the new in a Southern city, focussing the interest on the daughter of a governor, a man of the people.

Glazebrook, Sir Richard Tetley, ed.
A dictionary of applied physics; in 5 v.; v. 1. 9+1067 p. tabs. diagrs. il. O '22 N. Y., Macmillan $15
Includes: Mechanics, Engineering, Heat.

Goudiss, Charles Houston
The A. B. C. of winter foods. 14 p. O [c. '21] N. Y., The People's Home Journal [Priv. pr.]
The cattle of the sea. 16 p. O [c. '21] N. Y., The People's Home Journal [Priv. pr.]
Food wealth from grain. 16 p. O [c. '21] N. Y., The People's Home Journal [Priv. pr.]
Give the grape its rightful food place. 17 p. O [c. '21] N. Y., The People's Home Journal [Priv. pr.]
The invaluable apple. 18 p. O [c. '21] N. Y., The People's Home Journal [Priv. pr.]
Keeping cool with food. 13 p. O [c. '21] N. Y., People's Home Journal [Priv. pr.]
Keeping warm with food. 14 p. O [c. '21] N. Y., The People's Home Journal [Priv. pr.]
The strength that is stored in starch. 20 p. O [c. '21] N. Y., The People's Home Journal [Priv. pr.]
Vegetables and vitamines; [v. 1; v. 2.] 20; 23 p. O [c. '21] N. Y., The People's Home Journal, 80 Lafayette St. [Priv. pr.]

Gould, E. M. Lawrence
Problems of the new Christianity; with introd. by John Goddard. 9+92 p. D [c. '22] Brooklyn, N. Y., The New Church Press bds. 75 c.
Who or what is God?; Can God speak with men?; Do men die?; What is the religious life?

Graham, Stephen
Tramping with a poet in the Rockies; with 38 emblems by Vernon Hill. 10+279 p. O [c. '22] N. Y., Appleton $2
The record of a tramping tour thru Glacier Park and the Canadian Rockies by the author of "Europe, Whither Bound?," etc., and Vachel Lindsay, the poet.

Grant, Douglas [pseud. for Ostrander, Isabel Egenton]
Two-gun Sue. 316 p. D c. '22 N. Y., McBride $1.90
The struggle of a demure heroine to hold her property against the encroachments of unscrupulous speculators.

Granville, William Anthony
The fourth dimension and the Bible. 9+119 p. diagrs. O [c. '22] Bost., Badger $1.50
The agreement between Bible passages and concepts which follow from the mathematical hypothesis of higher space.

Graves, Robert
On English poetry; being an irregular approach to the psychology of this art, from evidence mainly subjective. 149 p. D c. N. Y., Knopf bds. $2
A study of the nature of poetry and poets in the light of advanced psychological research.

Greene, Leon S.
School shop installation and maintenance. 100 p. il. diagrs. tabs. D [c. '22] Peoria, Ill., The Manual Arts Press $1.25
Motor transmission in a school shop; Motors and currents; Installation of metal-working equipment; Installation of woodworking equipment; Fitting edge tools; Fitting saws; Brazing band saws; Belting, etc.

Gargiulo, Edith C.
Flickering candles; [verse]. 46 p. S [c. '21] Greenwich, Conn., The Mead Stationery Co. pap. 50 c.

Gill Wilson Lindsley
The third act of the American Revolution; brief text-book of the school republic. 31 p. diagr. T [c. '22] N. Y., Am. Patriotic League, 1542 B'way pap. 25 c.

Glynn, John Francis
Songs from the silence; a book of prison verse. 15+71 p. D [c. '21] Minneapolis, Minn., Byron & Learned Co. $1

Gould, E. M. L.
Son of God and Son of Man. 23 p. S [n. d.] Brooklyn, N. Y., The New-Church Press pap. apply

Graydon, Katherine Merrill
Butler College in the world war. 350 p. il. O ['22] Indianapolis, Ind., Butler College Alumni Assn. $3

Greer-Petrie, Cordia
Angeline at the Seelbach; [humorous sketch]. 24 p. front. D '22 c. '21 Louisville, Ky., John P. Morton & Co., inc., pap. 50 c.

Griffith, Eleanor Glendower
Cho-cho and the health fairy; six stories; il. by Jessie Gillespie. 39 p. front. (col.) il. col. il. S '22 c. '19 N. Y., Macmillan pap. 15 c.

Haggard, Sir Henry Rider

The virgin of the sun. 294 p. front. D c. Garden City, N. Y., Doubleday, Page $1.75

The account of a bold adventurer who fares forth to distant and semi-mythical lands in search of love and fortune.

Hall, Rev. Newton Marshall

Tales of captains and conquest; with illustrative material from English and American literature. D 11+240 p. (1 p. bibl.) front. (col.) il. D (Stories of the commonwealth of Israel) [c. '22] Bost., Ginn 84 c.

Stories from the Bible.

Haney, Lewis Henry

History of economic thought; a critical account of the origin and development of the economic theories of the leading thinkers in the leading nations; rev. ed. 19+677 p. (bibls.) D ['21] N. Y., Macmillan $3.50

Harris, Corra May White [Mrs. Lundy Howard Harris]

The eyes of love. 317 p. D [c. '22] N. Y., Doran $1.75

A tale of the strategic management of men, set in a southern background and told with the author's humorous, and epigrammatic slant.

Hastings, James, ed.

Encyclopedia of religion and ethics; v. 11. 936 p. O ['21] N. Y., Scribner subs. only $8

Hayes, Hiram Wallace

The starting point. 8+411 p. D [c. '21] Bost., The Harmony Shop, 38 West St. $2

A novel in which the author shows that the starting point of all social and economic reconstruction lies in a greater spirit of brotherly love.

Heilner, Van Campen

Adventures in angling; a book of salt water fishing; il. from paintings by Frank Stick; photographs by the author. 233 p. front. (col. pl.) il. pls. D [c. '22] Cin., O., Stewart Kidd $3

Contents: Fishing off the coast of Florida; The sea horse; Light vs. heavy tackle; With grains and harpoon; In search of the fountain of youth; Death struggle with an alligator.

Henderson, Hubert D.

Supply and demand; with an introd. by J. M. Keynes. 10+181 p. diagrs. D (Cambridge economic handbooks) [c. '22] N. Y., Harcourt, Brace $1.50

Partial contents: The economic world; Utility and the margin of consumption; Cost and the margin of production; Risk-bearing and enterprise; Capital; Labor; The real costs of production.

Hergesheimer, Joseph

The dark fleece. 134 p. D [c. '18] '22 N. Y., Knopf $1.50

Tubal Cain. 146 p. D [c. '18] '22 N. Y., Knopf $1.50

Wild oranges. 128 p. D '22 [c. '18] N. Y., Knopf $1.50

Published in 1918 in "Gold and Iron," now out of print.

Hodgdon, Jeanette Rector

The enchanted past; true stories of the lands where civilization began. 9+230 p. front. il. D [c. '22] Bost., Ginn 88 c.

The progress of the human family from the Hindus to the Greeks and Romans.

Hollopeter, William Clarence

Hay-fever; its prevention and cure; rev. edition. 424 p. (52 p. bibl.) front., tabs. pls. D c. '16-'22 N. Y., Funk & Wagnalls $2

For laymen as well as physicians.

Hornibrook, Isabel Katherine

Drake and the adventurers' cup; with il. by Sears Gallagher. 10+309 p. front. il. pls. D c. '22 Bost., Little, Brown $1.75

The adventures of Lonny Drake, boy scout and his chums with bear, alligator and Seminole Indian.

Howard, Aubrey

Howard's code. 69 p. T [c. '21] Chic., Howard, Davis & Co., 168 N. Michigan Ave. $3

Cipher and telegraph codes applicable to general business.

Howard, F. Morton

Happy rascals. 241 p. D [c. '22] N. Y., Dutton $2

Humorous stories of the roistering rivalry of two groups of coastwise sailormen.

Howard-Bury, C. K., and other members of the Mount Everest expedition

Mount Everest; the reconnaissance, 1921; with il. and maps. 11+356 p. front. il. (pls.) diagrs. tabs. maps fold. col. map Q '22 N. Y., Longmans, Green $7.50

An account of the first great piece of exploration attempted since pre-war days.

Howe, John Benedict

Howe's new era civics; for the students of to-day and the citizens of to-morrow, to show them what government is and means in nation, state and at home, to deepen their interest in community affairs, and to light their path to public duty and service. 10+420 p. front. (pors.) il. facsms. diagrs. map. D [c. '22] Syracuse, N. Y., Iroquois Pub. Co., Herald Bldg. $1.50

For High School students of both sexes, giving important changes in our civic life and in our laws.

Hale, Will Taliaferro

William De Morgan and the greater early Victorians. 28 p. O (Indiana Univ. Studies, v. 8, no. 50) '21 Bloomington, Ind., Indiana Univ. pap. 25 c.

Hall, Ansel F.

Guide to Giant Forest, Sequoi National Park; a handbook of the northern section of Sequoia National Park and the adjacent Sierra Nevada. 127 p. tabs. charts fold. maps S c. '22 Yosemite, Cal., [Author], U. S. Nat'l Park Service pap. 50 c.

Hare, Walter Ben

Sunshine; a comedy with music; a tonic for the glooms in 3 acts. 9+118 p. D c. '22 Bost., Walter H. Baker pap. 50 c.

Hill, John M.

Index verborum de Covarruvias Orozco; tesoro de la Lengva Castellana, o Española. 4+186 p. O (Indiana Univ. Studies, v. 8, no. 48) '21 Bloomington, Ind., Indiana Univ. pap. $2

Hunter, David Gilbert

Orphans' court forms. 128 p. O [c. '22] Phil., Fidelity Trust Co. buck. gratis

Hudson, William Henry

Afoot in England. 309 p. O c. '22 N. Y., Knopf $3.50

By the author of "Green Mansions." Partial contents; Wave, wind and spirit; In praise of the cow; Stonehenge; An old road leading nowhere.

Hugo Victor [Marie, comte]

Les misérables; abr. and ed. with notes, conversation and composition exercises and vocabulary by Victor E. François. 10+238 p. front. il. S [c. '22] Bost., Allyn & Bacon 80 c.

Adapted for the use of High Schools and Colleges.

Hungerford, Edward

Our railroads to-morrow. 332 p. O [c. '22] N. Y., Century $2.50

Emphasizes the physical and human problems of the railroads, the possibilities of transportation and anticipates a railroad structure for the U. S. of the future.

Hunt, Theodore Whitefield

Timely topics. 224 p. [c. '21] Princeton, N. J., Princeton Univ. Press $2

Hutchinson, Stuart Nye

Bible boys and girls. 189 p. D ("Five minute" talks) [c. '22] N. Y., Revell $1.25.

Religious tales for juveniles.

Hysell, Helen

The science of purchasing; with an introd. by J. George Frederick. 11+261 p. front. (chart) facsms. O c. '22 N. Y., Appleton $2.50

Practical information regarding all aspects of organization and use of the purchasing department.

In the cluth of circumstances; my own story by a burglar; [Malcolm W. Davis, collaborator.] 271 p. O c. '22 N. Y., Appleton $2

How a social square deal changed a criminal into a law-abiding citizen.

Jenks, Jeremiah Whipple and Lauck, William Jett

The immigration problem; a study of American immigration conditions and needs; rev. and enl. by Rufus D. Smith. 27+655 (5 p. bibl.) tabs. fold. charts map D [c. '11-'13-'17-'22 N. Y., Funk & Wagnalls $3

Includes the "Three Per-Cent" Immigration Law of 1921.

Kinross, Albert

The truth about Vignolles; il. by Ernest Fuhr. 375 p. front. (pors.) il. pls. D c. '21-'22 N. Y., Century $1.90

Six tales of adventure, written around the same central character, Vignolles, but in different settings.

Knight, Edgar Wallace

Public education in the South. 12+482 p. (8 p. bibl.) tabs. D [c. '22] Bost., Ginn $2

A study of educational progress in the South; The relation between education and economic, social, political and religious influences.

Leaf, Walter

Little poems from the Greek. 94 p. D '22 N. Y., McBride bds. $1.75

From early times to the end of the Persian wars; The Athenian ascendancy; The supremacy of Alexandria.

Lee, Gerald Stanley

Invisible exercise; seven studies in self command with practical suggestions and drills. 10+297 p. D [c. '22] N. Y., Dutton $2

A man's experience in finding setting-up exercises that can be taken quickly and without interrupting work.

Levi, G.

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Cottage and semi-bungalows, containing 30 designs, mostly colored, showing also the plans. 64 p. il. pl. O ['22] Milwaukee, Wis., C. N. Caspar Co. $1

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Longstreth, Thomas Morris

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A combined guidebook and travel narrative of the author's experiences in the mountainland of Canada.

Lowry, Thomas Martin

Inorganic chemistry. 10+943 p. front. il. diagrs. O '22 N. Y., Macmillan $9

Partial contents: Historical and introd.; Nonmetals; The metals; typical series; The metals: transition series.

Luria, Max Aaron and Chankin, Victor

Lectures élémentaires avec exercises; il. by Herbert Deland Williams. 22+182 p. il. D [c. '22] N. Y., Holt 92 c.

Kallenberg, Henry F., M.D.

A program of health education for men and boys. 49 p. D c. '22 N. Y., Assn. Press pap. 35 c.

Kansas. Sedgwick County

A church and community survey by Benson Y. Landis; with il. maps and charts. 10+83 p. il. maps charts fold. tab. O [c. '22] N. Y., Doran pap. 30 c.

Keyes, Rowena Keith, comp. and ed.

Recommended English readings for High Schools; [lists for distribution to pupils and suggestions as to using and choosing books.] 64 p. O [c. '22] N. Y., Noble & Noble. 76 5th Ave. pap. apply

Kristensen, Evald Rejnholdt

De Forenede Stater, landet og folket; [v. 1]. 376 p. il. pors. O [c. '22] Omaha, Neb., Axel H. Andersen, inc., Brown Block $4

Langenbach, Joseph W.

Mildred; [verse]. 31 p. front. (pors.) D [c. '21] Benton Harbor, Mich., Banner-Register Co. pap. apply

Lawrence Law Service

1922 guide, intoxicants, industrial alcohol and narcotics, issued by Lawrence law service; compilation by McCabe and Tressler; [Federal government regulations and rulings]. O [c. '21] Chic., Lawrence Law Service, $25 per annum for service, supplemented by bulletins

Lutz, Grace Livingston Hill [Mrs. Flavius J. Lutz]
The city of fire; with a front. in col. by Ralph P. Coleman. 333 p. D c. Phil., Lippincott $2
The story of a young girl's faith in a man on trial for murder.

McCoy, Wilber Andrews
Business trust agreements and declarations of trust. 259 p. O [c. '22] Pittsburgh, Pa., McCoy's Organizing Bureau $10

Macdonald, Everett
Slimtonian Socker. 368 p. D [c. '22] Phil., Jacobs $1.75
A humorous story of Slim and Peter on Broadway.

Machen, Arthur
The house of souls. 286 p. D c. '22 N. Y., Knopf $2.50
Four tales; A fragment of life; The white people; The great God Pan; The inmost light.

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Franklin; [an historical drama in four acts.] 4+195 p. D [c. '21] N. Y., Holt $1.75

McKee, Homer
For ports unknown; [short essays]. no paging D [c. '22] Indianapolis, Ind., The Homer McKee Co., inc. Apply.

Maeterlinck, Maurice
The great secret; tr. by Bernard Miall. 268 p. D c. '22 N. Y., Century $2 leath $3
This philosopher and dramatist sums up the destiny of the earth and man, the nature of divinity, the great problems of ethics from the Hindus and Egyptians to the modern occultists.

Marafioti, P. Mario, M.D.
Caruso's method of voice production; the scientific culture of the voice; preface by Victor Maurel. 19+308 p. front. (por.) il. col. pls. facsms. music O c. '22 N. Y., Appleton $3.50
Some suggestions for a radical reform in voice culture; Brief outline of the anatomy of the vocal organs; The culture of the speaking voice as the natural ground for the culture of the singing voice; Vocal exercises of the scientific culture of voice.

Marquis, Don ,i. e., Donald Robert Perry
Sonnets to a red-haired lady; (by a gentleman with a blue beard); and famous love affairs; drawings by Stuart Hay. 9+138 p. pls. D c. Garden City, N. Y., Doubleday, Page bds. $1.75
Humorous poems, with one exception, by the conductor of the "Sun Dial."

Mathew, Frank Jewett
The portraits of Dante, compared with the measurements of his skill and reclassified. 14 p. il. Q [c. '21] Princeton, N. J., Princeton Univ. Press $3.50

Memoirs of the Crown Prince of Germany; il. with photographs. 6+375 p. front. (por.) il. pls. O c. '22 N. Y., Scribner $5
A social and historical narrative from boyhood to the defeat of the Marne and life in Holland.

Meredith, George
Evan Harrington; a novel; with introd. by George F. Reynolds. 29+472 p. S (The modern student's library) [c. '96-'22] N. Y., Scribner $1

Merriam, Charles Edward
The American party system; an introduction to the study of political parties in the United States. 10+439 p. (bibl.) O c. N. Y., Macmillan $3
Political and party formations and functions in the light of human behavior and conduct.

Mighels, Mrs. Ella Sterling Cummins
Wawona; an Indian story of the Northwest. 117 p. fronts. (map) D [c. '21] San Fran., Cal., Harr Wagner Pub. Co. $1.25

Moreton, David Penn
Automobile electrical systems; an analysis of all the systems now used on motor cars with 200 wiring diagrams and giving special attention to trouble shooting and repairs. 12+591 p. tabs. il. diagrs. S ['21] N. Y., U. P. C. Bk. Co., inc. $3.50

Morley, Christopher Darlington
Thursday evening; [a comedy in one act, ed. by Frank Shay.] 35 p. D [c. '22] Cin., O., Stewart Kidd Co. pap. 50 c.

Mowrer, Edgar Ansel
Immortal Italy. 9+417 p. maps O c. '22 N. Y., Appleton $3.50
A history of Italy from the birth of the United Kingdom in 1870 to her present problems.

Mueller, Henry R.
The Whig party in Pennsylvania. 271 p. (16½ p. bibl.) maps O (Studies in history, economics and public law; ed. by the faculty of political science of Columbia Univ.; v. CI; no. 2; whole no. 230) N. Y., Longmans, Green pap. $2.75

Lehman, Eugene H. *
Camps and camping. 176 p. il. (Red cover) ['21] N. Y., Am. Sports Pub. Co. pap. 25 c.

Loeb, Charles Gerson
Legal status of American corporations in France; with a preface by René Viviani; being a treatise on the French law of foreign corporations, companies, and partnerships doing business or negotiating stock or securities in France, describing their rights and obligations and the preliminary formalities required of and the taxes and duties applicable to them with full explanation of French domestic corporations, companies and partnerships, their formation and organization including translations of full texts of important French laws, decrees and regulations; a text book expounding Principles of French commercial and private internatioanl law applicable not only to Am. business enterprises but as well to all British, Canadian and other foreign corporations operating in France. 578 p. O '22 N. Y., N. A. Phemister Co., 42 B'way $12

McMullen, Joseph Carl
Good evening, Clarice!; a farce comedy of domestic life, in 3 acts. 7+148 p. D c. '22 Bost., Walter H. Baker pap. 50 c.

Marshall, W. V.
Our overproduction; what of it and what's coming of it. 27 p. D ['22] N. Y., Ogilvie Pub. Co. pap. 15 c.

Miller, Joseph Dana
The Irish land question; an open letter to Eamonn de Valera; reprinted from Single Tax Review. 7 p. nar. D '22 N. Y., Single Tax Party, 32 E. 13th St. gratis

Mygatt, Tracy Dickinson
Children of Israel; a play in three acts; with an introd. by Clara Fitch. 92 p. D (The Drama League Ser.) [c. '22] N. Y., Doran pap. 75 c.
This Biblical drama admirable for dramatic work in church, summer school or convention.

Newsom, Dallas Walton
Song and dream; [verse]. 174 p. D c. '22 Bost., The Stratford Co. $2.50

[N. Y. Amalgamated Clothing Workers of Am. Research Dept., comp.]
The clothing workers of Chicago; 1910-1922. 424 p. front. pls. (pors.) charts tabs. O '22 N. Y., Amalgamated Clothing Workers of Am., 31 Union Sq. $2
The growth of organization; Wages and hours; Government in industry; Index of decisions; Wage tables.

Ostrander, Isabel Egenton. *See* **Grant, Douglas, pseud.**

Parsons, Elsie Worthington Clews [Mrs. Herbert Parsons; John Main, pseud.], ed.
American Indian life: by several of its students; il. by C. Grant La Farge. 419 p. (5 p. bibl.) il. col. pls., pls. map Q c. '22 N. Y., Huebsch $10
Epitomizes the scientific research of noted experts in Indian life and manners, tribal or individual, adapted to the culture of the lay reader yet unimpeachable as to scholarship.

Pederson, Jens
Practical homes. no paging il. (col.) obl. D (1922-1923 ed.) '22 St. Paul, Minn., [author], 210 Globe Bldg. $1.25
Plan and description for each design.

Pedler, Margaret
The moon out of reach. 381 p. D [c. '22] N. Y., Doran $1.90
A novel of conflict between ideals and emotions.

Peers, Mrs. C. R.
The early Italian painters; their art and times as il. from examples of their work in the National Gallery, London; with 8 plates in colour and 22 in half-tone. 16+189 p. front. (col.) pls. (col.) pls. O ['22] Bost., 755 Boylston St., The Medici Society of America, (inc.) $3

Pertwee, Roland
Men of affairs. 8+285 p. D '22 N. Y., Knopf $2
A battle of wits, of money, of thuggery and violence is told in this story.

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Considerations for Christian teachers. 405 p. D [c. '22] Balt., Md., John Murphy Co. $1.75
For the spiritual welfare of Catholic teachers in the guidance of youth.

Picton-Turbervill, Edith
Christ and international life; introd. by Lord Robert Cecil. 13+150 p. D [n. d.] N. Y., Doran $1.50
Deals with the seemingly hopeless problem of building up international relationships on a Christian foundation.

Pinero, Sir Arthur Wing
The social plays of Arthur Wing Pinero, ed. with a general introd. and a critical preface to each play by Clayton Hamilton; The thunderbolt; Midchannel. [Library ed.] 502 p. por. O c. N. Y., Dutton $5

Pinney, Mary Ray
The right of way; [verse]. 19 p. T c. '22 N. Y., Putnam leath. $1
A little poem founded on Christian Science.

Pope, Amy Elizabeth
Essentials of anatomy and physiology; especially adapted for the use of nurses; rev. and enlarged. 14+623 p. (bibl.) il. tabs. diagrs. pls. col. pls. D c. '22 N. Y., Putnam $2.90

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Putnam, Mrs. Nina Wilcox
Tomorrow we diet. 90 p. D [c. '22] N. Y., Doran $1
Directions for growing thin, humorously given.

Quennell, Marjorie and Quennell, Charles Henry Bourne
Everyday life in the Old Stone Age; [il. by the authors.] 22+201 p. (1½ p. bibl.) front. (col. pl.) il. pls. fold. chart O (Everyday life ser.) c. '22 N. Y., Putnam $2.50
Prehistoric man; his manner of living and environment; includes many recent discoveries relating to the Stone Age; the 1st of 6v.'s from the Stone Age to the Renaissance.

Remmers, John Henry
Invincible power; [a "success" book]. 108 p. front. (por.) D [c. '22] Cin., O., The Co-operative Pub. Co., box 27, Sta. B, $2

Richardson, James P.
Whom the Romans call Mercury; a tale of the Jews. 96 p. D [c. '22] Phil., Dorrance $1
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Richardson, Lewis F.
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Ten addresses to college students on: Creeds; Faith; Evil; Jesus; God as a society; Spiritual freedom, etc.

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Emphasizes the thought that the business of philosophy is to bring into harmony the fundamental beliefs implicated in our normal human interests. Discusses English and American schools of thought since 1800.

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Thesaurus of English words and phrases; classified and arranged so as to facilitate the expression of ideas and assist in literary composition; enlarged and with full index by John Lewis Roget; popular edition. 46+429+275 p. D ['09-'22] N. Y., Crowell $1.50

Rostand, Maurice
The crystal coffin; tr. from the French, with an introd. by Alys Eyre Macklin. 250 p. D (Les fleurs de France, v. 4) '22 N. Y., McBride $2
A first novel by the elder son of the great Rostand discloses the soul of a modern young man, "a decadent, a neurotic, one in whom a perverse aestheticism and a childish vanity are the only motivating qualities."

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Sandburg, Carl
Slabs of the sunburnt West; [verse]. 8+76 p. D [c. '22] N. Y., Harcourt, Brace $1.75

Schmidt, Harry
Relativity and the universe; a popular introduction into Einstein's theory of space and time; authorized tr. by Karl Wichmann; with 5 diagrams. 13+135 p. diagrs. D '22 N. Y., McBride $2
An insight into the problems raised by Einstein's theory of time and space, for the general public.

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Shepherd's pipe and other stories; authorized tr. from the German by O. F. Theis. 169 p. S c. '22 N. Y., N. L. Brown $1.50
A legend woven about the "Shepherd's Pipe" as his symbol; "The Murderer," a psychological study of an over-civilized modern man; "The blind Geronimo and his Brother" deals with simple, unsophisticated people.

Shrubsall, Frank W.
Efficient salesmanship; the organization and management of the sales department. 9+117 p. tabs. facsms. D (Pitman's popular business books) '22 N. Y., Pitman 85 c.

Simon, André L.
Wine and the wine trade. 11+110 p. front. il. tabs. D (Pitman's common commodities and industries) ['21] N. Y., Pitman $1
What kind of trade is the English wine trade? Where does the vine grow and where are different wines made; Port, Champagne, Claret, Burgundy, Sherry, etc.?

Sinclair, May
The new idealism. 16+333 p. (bibl.) O c. '22 N. Y., Macmillan $3
A discussion of the theories of Bertrand Russell, Bergson, Einstein and others. Author believes that the old idealism of Berkeley, of Kant and Hegel must go, and give place to an idealism which will take serious account of space and time.

Slosson, Edwin Emery and Downey, June Etta
Plots and personalities; a new method of testing and training the creative imagination. 238 p. D c. '22 N. Y., Century $1.75
A treatise on a corner of the field of psychology—the creative faculty; suggestions for developing writers.

Smith, Frank Wade
Leaders of young people. 224 p. (bibl.) S (The worker and work ser.) [c. '22] N. Y., Methodist Bk. Concern $1
The field; The young person; Evangelism; Training workers; Vocational guidance; Training for parenthood; Community co-operation.

Smith, Gordon Arthur
There goes the groom. 237 p. D [c. '22] N. Y., Dutton $2
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Spencer, William Homer
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Spink, Josette Eugénie
Le beau pays de France. 10+214 p. front. il. D [c. '22] Bost., Ginn 84 c.
A French reader for the student who has covered the elements of French grammar.

Stevenson, Robert Louis
The master of Ballantrae; a winter's tale; with introd. by Henry Seidel Canby. 18+368 p. S (The modern student's library) [c. '22] N. Y., Scribner $1

Sterrett, James MacBride, D.D.
Modernism in religion. 13+185 p. D c. N. Y., Macmillan $1.50
Partial contents: Modernism; Polity; Doctrine; What is God like?; Modernism in the Church of England; Modernism in the Roman Catholic Church.

Stidger, William Le Roy
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Shakespeare's Henry the Fifth. 37+213 p. (6 p. bibl.) front. (pors.) map [c. '22] N. Y., Holt 52 c.

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A history of labour. 415 p. (5½ p. bibl.) O '22 N. Y., Macmillan $4.50
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Taylor, Katherine Haviland
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The ideas of Einstein's theory; the theory of relativity in simple language; tr. by Rhoda A. B. Russell; with 7 diagrams and an il. chart. 14+166 p. diagrs. chart D '22 N. Y., McBride $2
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Thompson, Ruth
Comrades of the desert; stories of the adventures of four boys in sagebrush land. 205 p. front. il. D '22 c. '20 San Fran., Cal., Harr Wagner Pub. Co. $1.45

Thomson, John Arthur, ed.
The outline of science; a plain story simply told; with 40 col. plates and 800 il. in black and white; in 4 vs.; v. 1. 19+296 p. (bibl.) front. (col. pl.) il. col. pls. diagrs. Q c. '22 N. Y., Putnam $3.75
Science made intelligable to the man in the street.

Tinker, Chauncey Brewster
Nature's simple plan; a phase of radical thought in the mid 18th century; Louis Clark Vanuxem foundation. 6+117 p. front. (por.) il. pls. O c. '22 Princeton, N. J., Princeton Univ. Press $1.50
The state of nature; A new nation; Ancient bard and gentle savage; The inspired peasant.

Trent, William Peterfield and others, eds.
A short history of American literature; based upon the Cambridge history of American literature; W. P. Trent, John Erskine, Stuart P. Sherman and Carl Van Doren, eds. 5+428 p. (5 p. bibl.) O c. '22 N. Y., Putnam $3.75
For college students and the layman who wishes a critical guide to the best works of the Am. authors in the survey; Colonial writers; Knickerbocker writers; Poe; Transcendentalists; Poets, essayists, romancers; Lincoln; Whitman; The new nation; The short story; Historians and scholars.

Turner, John Hastings
Where your treasure is. 313 p. D c. '22 N. Y., Scribner $1.75
A humorous novel in which three men of the older generation contrast the ideal women to whom they became engaged with modern ideas of love.

Van Horne, John, ed.
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Varendonck, J.
The psychology of day-dreams; with an introd. by Dr. S. Freud. 367 p. (2 p. bibl.) diagrs. O ['21] N. Y., Macmillan $6

Wagner, Madge Morris
The autobiography of a tame coyote. 31 p. front. il. O [c. '21] San Fran., Cal., Harr Wagner Pub. Co. 80 c.

Walker, Stuart
Sir David wears a crown; [a play in one act, ed. by Frank Shay.] 47 p. music D [c. '22] Cin., O., Stewart Kidd Co. pap. 50 c.

Ward, Wilbert
American commercial credits; with a foreword by Paul M. Warburg. 13+278 p. diagrs. forms. D c. '22 N. Y., Ronald Press $2.50
Letter of credit practice and the new standard forms for foreign trade financing.

Wentworth, George, Smith, David Eugene and Harper, Herbert Druery
Fundamentals of practical mathematics; [for the use of high and vocational schools.] 5+202 p. il. tabs. diagrs. blue pr. il. D (Wentworth-Smith math. ser.) [c. '22] Bost., Ginn $1.20
Machine-shop mathematics. 5+162 p. il. tabs. diagrs. blue pr. il. D (Wentworth-Smith math. ser.) [c. '22] Bost., Ginn $1.22
For students of automobile construction or of the machine shop.

Werner, Charles J.
Hulse, Dr. Isaac; surgeon, U. S. Navy, 1797-1856; his life and letters. 47 p. il. O '22 N. Y., Charles J. Werner, 44 Whitehall St. bds. $7.50 [100 copies]

Weseen, Maurice Harley
Everyday uses of English. 15+447 p. D [c. '22] N. Y., Crowell $2
The principles that underlie effective composition are discussed from the point of view of their application to the problems of daily life.

Wilson, Clarence True
The divine right of democracy; or, the people's right to rule; a study in citizenship. 144 p. (3 p. bibl.) D [c. '22] N. Y., and Cin., The Abingdon Press $1
A plea for the people's rule and the progress of democracy in all departments of our government.

Women's Educational and Industrial Union
Old-age support of women teachers; provisions for old age made by women teachers in the public schools of Massachusetts; a study by the department of research, Lucile Eaves, director. 122 p. tabs. charts diagrs. O (Studies in economic relations of women, v. 11) c. '21 Bost., Women's Educational and Industrial Union, 270 Boylston St. $1.25; pap. 75 c.

Yates, Raymond Francis and Pacent, Louis Gerard
The complete radio book; il. with diagrams, photographs and maps. 13+330 p. il. diagrs. maps pls. fold. map D c. '22 N. Y., Century $2
An outline of the practical, commercial and romantic sides of radio telephone and telegraph communication.

Young, James Thomas
The new American government and its work. 12+679 p. (bibl.) D ['21] N. Y., Macmillan $2.25

Zimmern, Alfred Eckhard
Europe in convalescence. 13+237 p. O c. '22 N. Y., Putnam $2.50
A survey of post-war conditions in Europe, politically, economically and in the world of ideas; the outlook for the future.

Rare Books, Autographs and Prints

THE annual exhibition of "recent additions" to the print collection of the New York Public Library has been opened in the Stuart Gallery and will remain on view until autumn.

Ernest Dressel North, 4 East Thirty-ninth Street, has issued a catalog of "Fifty First Editions" from Chaucer to Kipling. The notes are written with Mr. North's usual care and are packed with bibliographical information.

"Certainly there is a growing interest in book collecting," says the New York *Herald*. "The American public have learned more and more to accept the value of books not simply as literature but as objects and possessions."

The current issue of *Antiques* contains an illustrated article by George H. Sargent on "The Handbills of Yesterday," dealing with the historical importance of hand bills and broadsides of the Colonial and later periods and their growing interest to collectors of Americana.

Mrs. Watts-Dunton in her "Home Life of Swinburne" has a chapter on the poet as a bibliophile. He is said to have had a warm affection for his books, kept them in "apple pie order" "dusting them himself." He had a small collection of "old and rather shabby books . . . the precious quartos of first editions of the dramatists" in which he took great pride.

The Burdett-Coutts sale at Sotheby's was looked forward to as the season's test of the mettle of American and English collectors. The three outstanding lots, the Daniel First Folio, the manuscript of Dickens' "The Haunted Man," and the group of 600 Dickens letters sold *en bloc*, all will come to America. The library is reported to have brought $149,850, Dr. Rosenbach's purchases amounting to more than half this sum.

"The Bibliography of William Blake" compiled by Dr. Geoffrey Keynes and published by the Grolier Club has appeared. It is a medium quarto, 536 pages, forty-four full page illustrations of which four are colored lithographs; the text contains twelve reproductions of title pages. It is printed on handmade paper by the Chiswick Press of London and bound in blue cloth, morocco back, and cased. The edition consists of 250 copies.

According to C. W. Reedler in *School and Society* during the last six war and post-war years six universities have increased the number of volumes in their libraries from one-third to one-half, Harvard showing an advance from 1,183,000 to 2,101,000, Texas from 109,000 to 205,000, Northwestern from 102,000 to 201,000 and Cornell, Chicago, Illinois and California about one-third. These large accessions contain a considerable percentage of very rare books of all kinds and periods.

Charles F. Heartman of Perth Amboy, N. J., will publish next month a revised edition of a check list of "The New England Primer" printed in America prior to 1830. The first edition is out of print and the new edition will contain some corrections and record some new discoveries. One hundred illustrations will be an interesting and valuable feature. The book has been divided into two alphabets, the second dealing with undated editions listed under the printer's name. The edition is printed from large type, on well selected paper, substantially bound, and limited to 215 copies, a few of which will be on Japan paper bound in full morocco.

The auction season at the American Art Galleries closed on May 17 and at the Anderson Galleries May 22, a month earlier than last year. The last sale of importance at the Anderson Galleries was on May 16 and 17 when the library of I. Remsen Lane of Orange, N. J., was dispersed. It brought $6,455. On the same days the libraries of Jonathan Ackerman Coles, L. D., the late John B. Pease of Roxbury, Mass., and the late Mrs. A. W. Church of Portchester, N. Y., with additions were sold at the American Art Galleries, the various consignments realizing $15,574.50. Prices were somewhat erratic but well-maintained to the end.

The old practice of completing rare books from other defective copies is under fire in England. Of course there can be no real objection to taking two defective copies of the same edition and making a perfect one. The objection is against supplying these deficiencies from improper sources which is faking and then elaborately binding and charging a fancy price. This practice has been common in England for a half century, and New York has been a dumping ground for such restorations. American collectors in recent years have become wise and skeptical. All bound copies are more or less subject to suspicion.

It is generally believed that they are bound because it was absolutely necessary, and old collectors are seldom deceived. It is the young and inexperienced buyer who pays more attention to the beautiful binding than its contents who is generally the victim.

Dr. Johannes Gennadius, Minister to Great Britain from Greece for nearly forty years, has presented his library to the American School of Classical Studies at Athens. It is said to contain some 50,000 manuscripts, books and pamphlets, and to be worth upwards of $250,000. "Its value to the American School needs no comment," says the New York *Times*, "but it may ultimately be still more valuable in spreading truer ideas of Hellenism among educated Americans." The Gennadius library contains an admirable equipment for classical studies—historical, literary and archaeological; it contains equally full material on the history, political, ecclesiastical and cultural, of the five hundred years when Greece was Rome and of the thousand years when "Rome" was Greek. And along with this are the earliest works of modern Greek literature and a unique collection of books and manuscripts on the Greek War of Independence.

Four years before General U. S. Grant was elected president he was approached with a view to making him the Democratic national candidate according to letters that have just come to light. In reply General Grant said that he was astonished and did not know of any indication that he had made that he would be a candidate for office. "I shall continue," he wrote, "to do my duty to the best of my ability, so long as permitted to remain in the army, supporting whatever administration may be in power, in their endeavor to suppress the rebellion and maintain national unity, and never desert it because my vote, if I had one, might have been cast for a different candidate. Nothing likely to happen would pain me so much as to see my name used in connection with a political office. I am not a candidate for any office nor for the favors of any party. Let us succeed in crushing the rebellion in the shortest possible time and I will be content with whatever credit may be given me, fully assured that a just public will award all that is due." F. M. H.

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Catalogs Received

Autographs, books and pamphlets relating to America. (No. 29.) J. E. Spannuth, 521 Harrison St., Pottsville, Pa.

Bibliographie Buch Und Schriftwesen Inkunabeln. (No. 507; Items 858.) Karl W. Hiersemann, Konigstrasse 29, Leipzig, Germany.

Early Americana 1493-1800. (No. 6; Items 307.) L'Art Ancien S. A., 7, Piazza Giardino, Lugano, Switzerland.

A collection from the library of a practical angler and collector of books on sporting subjects. (Items 1358.) R. S. Frampton, Walton House, 37, Fonthill Road, Finsbury Park, London, N. 4, England.

Rare and interesting books, including a collection of Americana, scarce scientific books, etc. (No. 5; Items 784.) William H. Robinson, 4 Nelson St., Newcastle-upon-Tyne, England.

Selected antiquarian and other books in all branches of literature. (No. 46; Items 527.) Peters Bros., 52 Whitechapel, Liverpool, England.

Sale of second-hand books, including books on art, artists, architecture, and fine library gift books. (No. 11.) Hochschild, Kohn & Co., Baltimore, Md.

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In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] *after their firm name. The appearance of advertisements in this column, or elsewhere in the* WEEKLY *does not furnish a quarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

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Atalanta in Calydon, by Swinburne.

Alexander Hamilton Bookshop, 22½ Hamilton St., Paterson, N. J.

Works on the Pyramid.
Bibliographies: Twain, Whistler, Conrad and others.
Wanderer in Paris, Lucas.
Parnassus on Wheels, 1st.
A Lark Goes Singing, Ruth Harding.
Book of Enoch.

American Baptist Publication Society, 125 North Wabash Ave., Chicago, Ill.

Historical Geography of the Holy Land, Smith, second hand.

American Baptist Publication Society, 1007 McGee St., Kansas City, Mo.

The Worth of a Man, by John, pub. by the Methodist Book Concern.
Set Pulpit Commentary, 51 volumes.

American Baptist Publication Society, 514 N. Grand Avenue, St. Louis, Mo.

Preacher and Prayer.

American Bee Journal, Hamilton, Ill.

American Bee Journal, full set.
Also copies of defunct Bee Journals and Bee Books published previous to 1890.

Wm. A. Andre, 607 Kittredge Bldg., Denver, Colo.

Dresden, Ingersoll, cloth or half mor.
Life. Adventures and Opinions of Col. Geo. Hanger, printed by Wilson, 1801.
Mackey, History Freemasonry, 7 volumes.

D. Appleton & Company, 29 West 32nd St., New York City

Seymour Charlton, by W. B. Maxwell.

The Artemisia Book Shop, 1155 Sixth St., San Diego, Calif.

John Cowper Powys, Anything by.
Deissman, Light From the Ancient East.
Deissman, Bible Studies.

Associated Students' Store, Berkeley, Calif.

Lloyd, J. W., Co-operative and Other Organized Methods of Marketing California Horticultural Produce, vol. 8, no. 1, pub. Univ. of Illinois, March, 1919.

L. S. Ayres & Co., Inc., Indianapolis, Ind.

Love Songs of a Portrait Painter, Arthur D. Fiske.
Bevis, The Story of a Boy, Richard Jeffries.
Fairy Tales for a Tired Business Man, Max Beerbohm.
Set Britannica, 11th edition, cloth binding.
Caesar, The King's Dog.
Buckles' History of Civilization, 4th volume.

Bailey's Book Store, Vanderbilt Sq., Syracuse, N.Y.

The Idol of Twin Fires, by Walter P. Eaton.

Wm. Ballantyne & Sons, 1409 F St., N. W., Washington, D. C.

Catalogue of Miniatures in the J. Pierpont Morgan Collection.

Barnies' Haunted Bookery, 725 E St., San Diego, California

Burke, John, Captain, On the Border with Genl. Crook.
Custer, Geo. Armstrong, A Life on the Plains.
Hanks, American Violinist.
Humboldts Cosmos.

Barr Book Shop, 24 West Orange St., Lancaster, Pa.

Robie, Art of Love.
Rauch, Penna. Dutch Handbook.
Crowley, Daughter of New France.
Besant, Twas in Trafalgar's Bay.
Rohrbach, Germany Isolation.
Connelly, Standard History of Kansas.
Harkin, Famous Authors, Men.
Gray, Anatomy.
Papp, Geographical Catechism.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

Polyooley, by Jepson.
Songs and Lyrics from the Dramatists, 1533-1737, pub. by Newnes, London, 1905, or with Scribner's imprint.
Swift's Works, Bohn Lib., 14 vols.
Jowett's Plato, 5 vols., 3d ed.
Technique of Painting, Moreau-Vauthier.
Old Curiosity Shop.
Nickleby.
Chuzzlewit.
Barnaby Rudge.
Above four in Macmillan's green clo.
Emerson's Parnassus, early copy.
Paine's Works, 4 vols., 1896.

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The Beacon Book Shop, 26 West 47th St., New York City

Christian, Uncooked Foods.
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Tyrrell, Nova et Vetera, Longmans.

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Visions of Blessed Anegela Foligno.

The Book Shop, 219 N. Second St., Harrisburg, Pa.

Queens of Old Spain, M. A. S. Hume.

Charles L. Bowman & Co., 118 East 25th St., New York City

Planche, Cyclopedia of Costume.

Brentano's, Fifth Ave. and 27th St. New York City

Dean Church, Life of Dante, Translated in 1878.
Century Dictionary, 6 or 11 Volume edition, India paper.
Thormanby, Kings of the Rod, Rifle and Gun.
Winthrop, John Brent.
Grahame, Golden Age, Parrish Illustrations in color.
Grahame, Dream Days.
Rackham's Peter Pan, De Luxe edition.
Genealogy of the Morse Family.
Nature Library, 9 vols., Thin paper edition.
Miss Parloa's Cook Book.
War and Peace, Trans. by Constance Garnett, by Tolstoi.
Castaways and Crusoes, Kephart.
Cliff Dwellers, Henry B. Fuller.
Waldo Trench, Henry B. Fuller.
Last Refuge, Henry B. Fuller.
Hill of Dreams, Machen.
Arabia, Palgrave.
Shameless Wayne, Sutcliffe.
Main Currents of Nineteenth Century Literature, Brandes.
Printing and Writing Materials, A. M. Smith.
Stocks and Bonds, Roger Babsley.
Comedy of Conscience, S. Weir Mitchell.
Maderia Party, S. Weir Mitchell.
Hephzibah Gunners, S. Weir Mitchell.
Prejudices, Chas. Macomb Flandreau.
Charleston, the Peace and the People, St. Julien Ravenal.
Iris, small edition, Dyck.
Book of Perennials, Saylor.
English Literature during the Time of Shakespeare, F. E. Schelling.
Double Cross Willets.
Mutual Air, Kropotkin.
Camp Fires of a Naturalist, L. L. Dycke.
Church History, trans. by Rose, Neander.
Healthful Living, writings of Mrs. E. G. White, was published by Medical Missionary Board, Battle Creek.
History of American Painting, Isham.
Art Talks with Ranger, Bell.
The Art Treasures of Washington, Helen W. Henderson.
A History of American Art, 2 vols., S. Hartmann.
The Epidemics of the Middle Ages, Julius Hecker.
Sir Richard Calmady, Malet.
Romances of Rogery, part 1, Chandler.
Piccadilly Jim, Wodehouse.
Jesus the Christ in the Light of Psychology, 2 vols., J. V. Stanely Hall.
A Winter Holiday, Bliss Carmen.
House of Fear, C. Wadsworth Camp.
The Londoners, Robert Hichens.
Positive Theory of Capital, Bohm Bawerk W. Smart.
Capital and Interest, trans. Bohm Bawerk W. Smart.
Natural Valve, Smart trans., Von Wieser.
Any works of Arthur Young.
Horse Hoeing Husbandry, Jethres Tull.

Brentano's—Continued

Political Economy, about 1760, Sir James Stewart.
Charleston, the Place and the People, Mrs. St. Julien Ravenel.
Shipbuilding from Its Beginning, 3 vols., E. Van Konynenberg.
(Engineer of Rykswaterstaat of Neterlands 1895-1905).
(Asst. of Congress of Navigation—38 Rue de Lorrain—Brussels).
The Young Sea Officer's Sheet Anchor and Key to the Leading of Rigging, Darcy Lever—England second ed.—Lew—additional plates, about 1808, American edition, Philadelphia, second edition.
Modern Seamanship, 1901, first edition, Knight.
The Worlds Cotton Crops, John A. Todd.
Poems, Louise Imogen Guiney.
Romance of Voltaire, in English, Eckler.
The Conquering Jew, J. F. Fraser.
Studies on Digestion being Experiments on Alex. St. Martin's Stomach, Dr. Beaumont.
Called Back, Hugh Conway.
Reminiscences of Famous Georgians, vol. 1.
Anecdotes of Literature and Scarce Books, Wm. Beloc.
Life of Napoleon, Thomas E. Watson.
Bits of Life, pub. Brentano's.
Hiendrick von Offerdingen, F. von Hardenberg.
Withering Heights, C. Bronte, Nelson edition.
Shirley and Villette, C. Bronte, Nelson edition.
Great Amulet, Maud Diver.
Candles in the Wind, Maud Diver.
Lilimani, Maud Diver.
The Spiders Web, R. W. Kaufmann.
The Night Court and Other Poems, Ruth Comfort Mitchell.
Life of Sir Richard F. Burton, 2 vols., Wright.
Guinea Gold, Beatrice Grimshaw.
Cecil Forsythes Music and Nationalism.
Regicedes, Cogswell.
Sun Maid, Mrs. Grant.
Slavic Fellow Citizens, Emily Balch.
The Principles of English Verse, Chas. M. Lewis.
Salve Venetia, Marion F. Crawford.
The Awakening of the East, Leroy Beaulieu.
Fraulein Schmidt and Mr. Anstruther, by the author of Elizabeth and Her German Garden.
The Memories of Caroline Bauer.
Mary Derwent, Stephens.
Surprising Adventures of Toady Lion, Crockett.
The Bible Balanced, Geo. C. Darling.
Six Years at the Russian Court, M. Eagar.
Curse of Romanovs, Rappaport.
Russian Empire and Czarism, Victor Bernard.
The New Evangel, John Hamlin Dewey.
Bam Wildfire, Mathers.
The Inward Light.
Guardian Angels, Prevost.
Climatology, Weber L. Hinsdale.
Life of Tchaikowsky, Goldmark.
Cid Ballads, trans. by J. Y. Gibson, 1 vol. 1898.
Refugee, Gilson.
The Door That Has no Key, Cosmo Hamilton.
Moriah's Mowrning, Ruth M. Stewart.
An Analysis of Derivative Moods, Salem.
A Stem Dictionary of the English Language, New Word Analysis or School Etymology, Wm. S. Winter.
American Glass, Barber.
The Dead City, Gabrielle D'Annunzio.
Travels Among the Great Andes of the Equator, Edward Wymper.
Cats Paw, B. M. Croker.
John Ploughman's Pictures, C. H. Spurgeon.
Dry Fly Entomology, Halford.
Churchyard Literature, Northenel.
Funny Epitaphs, pub. Mutual Book Co.
Reminiscences of Famous Georgians, vol. 1, Knight.

The Brick Row Book Shop, Inc. 104 High St. New Haven, Conn.

The Basketry Book, Mary M. Blanchard.
Gardiner, Dante (Temple primer series).
Merrill, Winning the Boy.
Norfolk Broads.
Tristam Shandy, L. Sterne illus., Geo. Cruickshank.
Sentimental Journey, L. Sterne illus. Geo. Cruickshank.
History of Jerusalem, Geo. A. Smith.
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History of Probability, Todhunter.
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Tristan and Iseult, trans. by Bedier.
Virtue's Annual.
Life Sing a Song, S. Hoffenstein.

The Brick Row Book Shop, Inc., 19 East 47 St., New York City

Bennet, Old Wives Tale, 1st edition.
Stephen Crane, The Monster.
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Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Mozart Letters trans. by Lady Wallace.
Life of Weber, Simpson.
Studies in Music by various authors edited by Robin Gray.
Style of Musical Art, Parry.
Book Without a Title, Nathan.
Mrs. Dana's, How to Know the Wild Flowers.
History of German Song, L. C. Elson.
Let No Man Put Asunder, King.

Morris H. Briggs, 5113 Kimbark Ave., Chicago, Ill.

John Partins, The Alabaster Saint.
Woodrow Wilson, Theodore Roosevelt, 1st edns. books or pamphlets by, on, or referring to.
Anything published by units of the American Expeditionary Force in France.
American Book Prices Current 1917-1920.
Bibliographies of all kinds.
Live mailing lists.

Brockmann's, Charlotte, North Carolina

The Three Miss Kings, A. C. Cross (Burt).
Desert Drama, A. Conan Doyle.
Latitude Nineteen, Author Unknown.

The Brooklyn Museum Library, Eastern Parkway, Brooklyn, N. Y.

International Studio, Sept.-Oct., 1914.

The Burrows Bros. Co., Cleveland, O.

Counter-Point for Students.

Fanny Butcher—Books, 75 East Adams St., Chicago

McCutcheon, In Africa.
Kamban G., Hadda Padda.
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Millay, Renescence, 1st editions.
Brandes, trans. Wm. Archer, Ibsen, Bjornsen.
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John Stuart Mill's Autobiography.
Webster's, French Revolution.
Doyle's, Parasite.
The Silken East, O'Conner.
Among the Danes, Butlin.
Flight to Varenne, Browning.
Whittaker's Almanac 1920, cloth.
Monitor and Merrimiac, Ramsay.
Miscellanies, Thackeray, 8vo, Green cloth, pub. by Smith Elder, Soudon.
Moomsen's, Rome-English edition.
Watson's, Napoleon.
Milk Autobiography.
La Fontaines Falles (in French), Illus. by Dore.

Gerard Carter, 12 South Broadway, St. Louis, Mo.

Ball, Story of the Heavens.
Brandes, Shakespeare, A Critical Study.
Buckle, History of Civilization.
Flammarion, Astronomy.
Lecky, European Morals.
Lewes, George, History of Philosophy.
La Rochefoucauld, Maxims of.
Pestalozzi, Education.
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Mason, Indian Basketry.
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Dostoevski, Pages from Author's Journal.
Downing, Landscape Gardening, 3rd ed., 1847.
Dumas, Twenty Years After, vol. 1, L. B., 1891.
Field, Indian Bibliography.
Franklin, Autobiography, large 8vo, H. M. & Co. ed.
Fuller, With the Procession.
Hall, Kitchener's Mob, Harper ed.
Hampden Porter, Wild Beasts.
Kipling, Outward Bound ed., vols., 26-27.
Leeder, Desert Gateway, 1919, Cassell.
Marshall, Life of Washington, 5 vols., with maps.
Perkins, S. G., Insurrection of St. Domingo, 1886.
Roberts, The Flying Cloud.
The Song of Roland, Riverside Press.
Saunders, Indians of the Terraced Houses.
Savallo, House of the Lost Court.
Thornton, Oregon and California, vol. 2.
Thayers Cavour, large 8vo ed., 2 vols.
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Twain, Tom Sawyer, early illus. ed.
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Rousseau, Confessions, 4 vols., 8vo, Gebbie.

City Book Store, East Liberty St., Wooster, Ohio

London Churches Ancient and Modern, Bumpus.

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Franklin, Way to Wealth, Mundell, Edin., 1782.

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French, Hist. Collections of La., pts. 3, 4.
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Deutsche Pionier: Year Books, 1888 to 1918 incl.
Bell, Why Men Remain Bachelors.
Van Tyne, Loyalists in Amer. Revolution.
Beaumont, Fletcher and Jonson, Lyrics of, Stokes, 1906 (Chap. Book No. 4).
Campbell, Pioneer Priests of N. A., 1642-1710, 3 vols.
Doddridge, Indian Wars of Va. and Pa., Wellsburgh, 1824; also Albany 1876 edn.
Dampier, Voyages, ed. by Masefield, 1906, 2 vols.; also London, 1776.
Aphrodasiac Remedies and their Therapeutic Application, etc.
Engineering News (N. Y.), vols. 1-22.
Watson (Wm.), Selected Poems, Lane.
Brooks, Four Months Among Gold-Finders in Alta, Calif.
Walpole (Robt.), Economic Policy of, by Brisco.
Ballantyne, Anti-Nasal Pathology and Hygiene.
Reynolds, Reconstruction in S. C.
Butterfield, Hist. of Brule's Discov. and Explor., 1610-1626, 1898.
Baxley, What I Saw on West Coast of S. and N. Amer.
Filson Club: Speed, Wilderness Road.
Filson Club Pubns., any.
Charleston (S. C.) Courier, any issues.
Lewis, Faro Nell and Her Friends.
Lewis, Sunset Trail.
Russell, Negro and Irish Poems.
Goodrich, Primary Hist. of U. S.
Beauchamp, N. Y. State Museum Bulls., Nos. 41, 50, 78, 89, 108.
Quick, Amer. Inland Waterways.
Commercial and Financial Chronicle, Supp. Vols. 108, 109.
Dellenbaugh, Romance of Colo. River, 1st edn.
Bingham, Hist. of Green Co., Wisc.
Matson, French and Indians of Ill. River.
Curwood, Great Lakes.
Chicago City Directory, 1855.
Hale, Northern Counties of Gazetteer of Ill.

The John Clark Co., 1486 West 25th St., Cleveland, Ohio

American Library Association Bulletin, title pages and indexes to Vols. 1, 3 and 4; also Vol. 4, No. 3.
Leonard's Narrative, 1838; also reprint of 1904.
Survey, Title and index to Vol. 9.
School Review, Jan. and Feb., 1820.
Smith, Text-Book of the Principles of Machine Work.
Scharf's History of Western Maryland.
Smith, Logan and Pearsall, Little Essays.
Muller's Sacred Books of thhe East, Vols. 13, 17, 18, 20, 22.
Thompson's Bank Note Detector.
Teacher's College Record, March, 1917.
Thayer, Life of John Hay, 1st ed.
Thackeray's Vanity Fair; a good edition and preferably in a fine binding.
Virginia Historical Collections, vols. 2, 5 to 11.
Victor (W. B.), Life and Events.
Bigelow, Life of Franklin.
Bigelow, Pictorial Life of Franklin.
McMaster, Franklin as a Man of Letters.
Franklin's Writings; ed. by Smyth.
Franklin's Works; ed. by Sparks.
Parton, Life of Franklin.

Cole Book and Art Company, 123 Whitehall Street, Atlanta, Ga.

Dandelions, by Cade.

Colesworthy's, 66 Cornhill, Boston, Mass.

Fauna Borealis Americana, Richardson.
Lewis and Clark, 5 vols., pub. Francis Harper.
Legends in Japanese Art, Joli.
Silver and Its Makers, Hollis French.
Woman of Fire.

Columbia University Library, New York, N. Y.

Hazeltine, Brevity in Chess, 1866.
Ker, W. P., Dark Ages, Scribner.
Sully, Great Designs of Henry IV., Ginn.
Architectural Review, vol. 38, Oct. 1915, Technical Journals.
Birrell, A., Andrew Marvell (Mg. Men of Letters), Macmillan, 1905.
Flick, A., Rise of the Medieval Church, Putnam.
Grinnell, George B., The Indians of To-day, Duffield, 1915.
Flynt, Josiah, Tramping with Tramps, 1907, Century.
The Mourner's Chaplet, Boston, Keene, 1844.
Voices of Heart and Home, Portland, Me., 1856.
Fisher, School Algebra, Phila., 1899.
Oliver, A., Observations on the Use of Certain Prepositions in Petronius, etc., 1899.
Gabel, C. E., Microscopy and the Microscopical Experiments of Drugs, The Kenyon Co., Des Moines, 1912.
Wilder, History of the Human Body, Holt, 1909.
Gorky, Maxim, Tales of Two Centuries, Heubsch, 1914.
Ibsen, H., Letters, tr. Laurvek & Morison, 1900.
Morgan, C. L., Animal Behavior, Longmans, 1908.
Smith, E., Investigation of Mind in Animals, 1915, Putnam.
Kennett, Mrs. Adam, Early Ideals of Righteousness, Scribners, 1911.

Columbia University Press Bookstore, 2960 Broadway, New York, N. Y.

Adams, C. F., jr., Chapters of the Erie.
Alden, P., Democratic England.
U. S. Catalog, Books in Print, Jan. 1, 1912.
U. S. Catalog, Books Publ., Jan. 1, 1912-Jan. 1, 1918.
Monroe, Syllabus History Education.
Bond and Bond Market, Annals Pol. and S. S.
East, Brush and Pencil Notes Landscape.
Berntsen, Textbook Organ Chemistry, 2 copies.

The Columbus Book Exchange, 16 East Chestnut Street, Columbus, Ohio

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Dyce, English Sonnets.
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Loti, Rara Lu.
Saunders, Story of Some Famous Books.
McFee, An Engineer's Note Book.
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Green, History Culpeper Co., Va.

Covici-McGee, 158 W. Washington St., Chicago, Ill.

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Science, Index to vol. 52.

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Bloodgood, Mrs. Margaret, Numbers and Letters.
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Flatland, Written by a Square.
Garver, Brother of Third Degree.
Hartman, Franz, Strange Story of Arinzamen.
King, Marie, Principles of Nature, vols. 1 and 2.
Lloyd, W., Etidorpha, first edn.
Phalanga Dasa, Swedenborg the Buddhist, pub. by Swedenborg Buddhist of America Mag., Bacon & Co., 1880, San Fran.

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Decker Bros., Lafayette, Ind.

Life of Jesus, the Christ, by Henry Ward Beecher, published 1872 by J. B. Ford, No. 27 Park Place, New York, N. Y.
Principles of City Land Valuing, Hurd.

A. W. Dellquest Book Co., Monte Sano, Augusta, Ga.

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Peterkin Family.

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Auditing, Theory and Practice, by Robert H. Montgomery, text edition, $3 list, published by Ronald Press.

Dixie Business Book Shop, 140 Greenwich St., New York City, N. Y.

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Essays in Finance, Giffen, 1st series.
Investigation of Currency and Finance, Jevons.
Elements of Banking, MacLeod.
Theory of Banking, MacLeod.
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Economics of Distribution, Ely.
Financial and Economical Works, any, by Carey.
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Fifty Years in Wall St, Clews.
Economic Crises of 19th Century, Hyndmann.

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Johnson, White Wampum.
De Tocqueville, Democracy in America (English).
Buck, The Battle Cry.
Muzzarelli, Antonymes de la Langue Francaise.
Complete Works of Moliere, English.

E. P. Dutton & Co., 681 Fifth Ave., New York

Adam, Plato, Moral and Political Ideals, 1913.
Americans of Royal Descent.
Brooke, Lithuania, Chicago Little Theatre, 1915.
Browne, A Fool There Was.
Cutter, Genealogical and Personal Memoirs Relating to the Families of the State of Connecticut.
Holly Berries, Illustrated by Ida Waugh, Circa, 1881.

E. P. Dutton & Co.—Continued

Harper's Weekly, No. 56, Dec. 21, 1912.
House Not Built by Hands.
Hugo, Les Miserables (Estes and Lauria. Int. Ltd. Edition), Large paper (Vol. 1).
History of the Hocking Valley of Ohio, 1883.
Hubbard, The Book of Job, Limited Edition.
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Harr and Maguire, Essay on Resources of Montana.
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Irving, Geoffry Crayon Edition, edited by C. Dudley Warner, vol. 27.
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Juvenile Book, The Dogs' Dinner Party.
Johnston, Strange Adventures Down Green River.
Large Illustrated Editions of: East of Sun and West of Moon; Water Babies, illustrated by Nielson; Powder and Crinoline, illustrated by Nielson.
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The Lure of California.
Vancouver Voyages.
Where's Master (story of King Edward's dog), Doran.
Benson, Joyous Guard.
Roosevelt, An Autobiography, Mac., 1913.
Schure, Great Initiate (2 vol. ed.), trans. by Boswell.
Patullo, Untamed.

Electrical School, 39 W. 17th St., New York

American Farmer, 1819-1831.
Spirit of the Times.
American Turf Register.

George Engelke 855 North Clark St., Chicago, Ill.

Catholic Encyclopedia.
Lecky, History of European Morals, vol. 2, 16vo, vol. 1, 8vo.
Stanley, Through Dark Continent, vol. 2, in Darkest Africa.
Vol. 1 cl. Martineau, J., Types of Ethical Theory, vol. 2.
Bryce, Am. Commonwealth, vol. 2, 1889.
Buckle History of Civilization, vol. 2, D. A. Co.
Shakespeare's Wks. vol. 1, 16vo, Kegan Paul, Trench & Co., 1884.
Shakespeare's Wks. vol. 9, 16vo, Wms. & Knight.

Geo. Fabyan, Riverbank Laboratories, Geneva, Ill., or Walter M. Hill, 22 E. Washington St., Chicago

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Am. Jl. of Science, Series II, III, IV.
Am. Midland Naturalist vol. 3.
Am. Naturalist 28-50, also 43, no. 1-4.
Am. Philos. Soc. Proceedings 2 and 4.
Botanical Abstracts 1-8.
Biological Bulletin, set.
Science Abstracts 1-8.
Indiana Academy of Science, Proceedings 1894.
Bonaparte, Am. Ornithology, vol. 4.
Brooks, Foundations of Zoology.
Schneider, Textbook of Lichenology.
Schneider, Guide to the Study of Lichens.
Fink, Lichens of Minn. U. S. Herb.)

H. W. Fisher & Co., 207 So. 13th Street, Philadelphia, Pa.

Howorth, History of Mongols, vol. 1, Longmans.
Gospel of the Holy Twelve, Haig.
The Rainbow, Lawrence.
International Who's Who (last edition).

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Remondino, History of Circumcision.
Pinkerton Detective Series, Dillingham, N. Y.

Franklin Bookshop, 920 Walnut St., Philadelphia, Pa.

DuChaillu, World of Great Forest, N. Y. 1900.
Mellick's Story of an Old Farm.
Harvey, Gideon, Conclave of Physicians.
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Toner, Med. Men. of Rev., Phila. 1876.

Friedmans', 53 W. 47th St., New York, N. Y.

Lamartine, History of the Restoration of the Monarchy in France.
Variorum Edn. of Shakespeare, any titles.
Balzac's Works, 36 vols., cheap set.
Lecky, 18th Century England, 7 vols.
Charm of the Garden, A. & C. Black.
Lecky's History of European Morals.
Braithwaite, Anthology Magazine Verse, 1914.
Dyer, Lure of the Antique.
William Dampier's Voyages.
Borrow's Works.
Hazlitt's Works.
Lippincott's Pronouncing Dictionary, 2 vols.
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Benjamin Franklin's Essays and Letters, 2 vols.
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Croiset's Greek Literature.
Cabell's Gallantry.
Pascal's Thoughts, etc., Houghton Mifflin.
Scott's Works, large type edition.
Blake (W. W.), The Cross, Ancient and Modern.
Ashton (J.), History of the Cross.
Seymour (J. D.), Cross in Tradition.
Parsons (J. D.), Non-Christian Crosses.
Gaillard (L.), Cross and Swastika.
Mortillet (G. de), Le Signe de la Croix.
Brehier (L.), Origine du Crucifix.
La Migration des Symbols.
Johnson's Works, Literary Club Edition, volume 13.
Kipling's Works, Scribner's 25 vol. Edition, volume 12.
Bagby, Writings of Dr. Bagby, 3 vols., 1884.
Bird's The Gladiator, etc., 1803-54.
Butler (G. F.), Love and Its Affinities, 1890.
Butler (G. F.), The Isle of Content, 1902.
Butler (G. F.), Exploits of a Physician Detective, 1907.
Butler (G. F.), Sonnets of the Heart, 1909.
Butler (G. F.), Songs of the Heart, 1910.
Butler (G. F.), Echoes of Petrarch.
Claiborne's 75 Years in Virginia.
Clement's Memoir of J. Letterman.
Daniel's Strange Case of Dr. Bruno.
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Weir's The Dawn of Reason, 1898.
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Shoulder to the Wheel of Progress, 1849.
Macphail's Essays on Puritanism, 1905.
Whyte, Melville's Novels, 25 volumes, cloth.
Shakespeare, Singer, half calf.

Ernest R. Gee & Co., Inc., 442 Madison Ave., New York, N. Y.

Romantic America, Schauffler.
Ancestral Records and Portraits, Grafton Press.
Manors of Virginia, by Sale.
Lancaster's Historic Virginia Homes.
American Turf Register, any volumes.
Authentic Memoirs of Mrs. Clarke, by Miss Taylor, 1809.
White's Selborne, early edition.

The J. K. Gill Company, Third and Alder Sts., Portland, Ore.

Mlle. de Lespinasse, Letters.
Gestafield, Ursula, The Exodus, 4 vols.
Gestafield, Ursula, Works of.
Phillips, L. M., Art and Environment, pub. Holt.
Bolton, On the Wooing of Martha Pitkin.
Brother of the Third Degree.

Gimbel Brothers, Book Store, Philadelphia, Pa.

Rise of Silas Lapham, Howells, first edition.
Laurence, The Rainbow, first English edition.
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Ginsburg's Book Shop, 1829 Pitkin Ave., Brooklyn, N. Y.

Caffin, How to Look at Pictures, D. P.
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Gittman's Book Shop, 1225 Main Street, Columbia, S. C.

Hall, Problem of Human Life.
Tuttle, On the Rectum and Colon.
Stacey, History of Old Medway Church in Liberty County, Georgia.
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Whitman Leaves of Grass, Washington, 1871.
Any books by or about Walt Whitman.

Goodspeed's Book Shop, 5a Park St., Boston, Mass.

Adams, Matthew Thornton, signer, Phila., 1903.
Adams, O. F., Presumption of Sex, etc., 1892.
Bellows & Beljane, French Dictionary.
Black's Color Books: Alps, Gardens of Japan, Riviera, Lady, of Lake, Italy, Italian Lakes.
Broadus, E., Life of Christ Child.
Bunner, Made in France.
Charleston, Hist. of, by Ravenel.
Collier, Price, England and English, N. Y., 1909.
Corson, Introd. to Study of Browning, 1886.
De Presensee, Early Hist. Christianity, 4 v.
Dover, N. H., Hist. of, by Scales.
Garretson, A. S., Primitive Christianity, 1912.
Gaylord, Glance, Culm Rock.
Hoffman, Guide to Birds of New England.
Home, M. M., A Border Garden.
Kapp, Life of John Kalb.

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Lancaster Co., Pa., Biog. Hist. of, by Harris, 1872.
Jones, Life of Thomas Dudley.
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Mann, Heart of Cape Ann, Dogtown, 1896.
Milton, Mass., Births, Marriages, etc., 1900.
Nekrasov, Red-nosed Frost, transl. Ticknor, 1887.
Norris, Frank, Blix, Shanghaied.
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Poe's Poems, illus. by Dulac.
Saffell, Revolutionary Soldiers Register.
Sangamon Co., Ill., Early Settlers, by Power, 1876.
Sechel, Edith, Catherine De Medici and Reformation.
U. S. International Law Books, J. B. Moore, 9 v.
Waite, C. B., First 200 Years Christian Religion.
Walpole, George II.
Genealogies—Fell gen., 1902.
  Ford, Scotch-Irish in America, 1915.
  Greene gen. 1899.
  Hallock-Holyoke pedigree.
  Harbaugh family, Annals, 1856.
  Hathaway, Thomas, of Dover, N. H.,
  McAllister, Archibald, by Mary McA.
  Patterson gen. 1894.
  Phelps gen., 2 v., 1899.
  Seal Family of Chester Co.
  Steele gen.
  Wheelwright, frontier family.
American Poems, selected and original, Litchfield, Ct., 1793.
Austen, Jane, Emma, Hampshire ed., 1903.
Berlioz, Hector, Memoir of, in French, 2 vols.
Browne, John Hancock, his book.
Burton, Lady, Letters of.
Carlyle, Thomas, Reminiscences of, by Norton, 1887.
Chapman, J. J., Greek Genius and other essays.
Cooke, J. E., Surrey of Eagle's Nest.
Cummings, Handbook of Lithography.
Dana, R. H., jr., Unity of Italy, Letters on Meeting at Acad. of Music, N. Y., Bost., 1871.
De Chastellux, Travels, in English.
De Rougemont, Louis de, Adventures of.
Dexter, Eng. and Holland of Pilgrims.
Dibdin, Songs.
Eaton, W. P., Idyl of Twin Fires.
Fanning, Yankee Mariner.
Guiney, L. I., Roadside Harp or other poems.
Lancaster Co., Pa., Hist. of, by Harris.
Little, Nantucket Tea Party.
Howells, W. D., Literary Passions; My Year in Log Cabin.
Lowell, J. R., How to Know Him, by Finley.
Masters in Art, Aug., 1906; Jan., July, Aug., 1908; 1909.
Mistral, Mireio, transl. by Preston.
Montreal Stage.
Marion Co., O., Hist. of, 1883 and 1907.
Middlefield, Ct., Hist. of, 1883.
Olmstead, Seaboard Slave States, 2 vols.
Parker, C. S., American Idyl, 1st ed.
Patterson, David, Textiles Coloured Mixing, 2nd rev. ed.
Penn. Marriages, Before 1810, 2 vols.
Roberts, J., New York in Revol.
Royce, Josiah, Sources Religious Insight.
Sherrill, Stained Glass Tour in France.
Snodgrass, Anatomy of Honey Bee, Bureau Ethnol. 1910.
Stewart, South Seas.
Underhill, Evelyn, Mysticism.
Vose, Robt., Life and Times of.
Genealogies:
  Burt, 1893.
  Crandall, Ellery and Descend.
  Drake in Eng. and Amer., 1896.
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  Fowler, Descend. of Philip, 1883.
  Ingraham, 1898; 1859.
  Johnsons of Ky.
  Lombard, Notes, 5 pp.
  Perrine Smith, etc.
  Reed, Wm. of Weymouth, 1901.
  Patterson, 1902.
  Traske gen.
  Van Wagenen, 1884.
Virginia Families, by Hayden.
Whitney, John, Ancestry, 1896.
Wilson Assoc., Report, by Smith, 1866.

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Curwood, Isobel, Harper.
Curwood, Kazan, Cosmo.
Curwood, Golden Snare, Cosmo.
Grey, Betty Zane, Harper.
Grey, Last of Plainsmen, McClurg.
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Carmen, More Songs from Vagabondia.

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Barrett, E. S., Cherubina or The Heroine.
Rockefeller, Random Reminiscences.
Blomfield, Hist. of French Architecture, 1661-1774.
Webb, W. W., Cure of Souls.

Priscilla Guthrie's Book Shop, 516 Wm. Penn Place, Pittsburgh, Pa.

The Freighter, by Russell.
Spanish Gold, Birmingham, 2 copies.

Hall's Book Shop, 361 Boylston Street, Boston 17, Mass.

Tertium Organum, P. D. Uspenski.

Hampshire Bookshop, Inc., 192 Main Street, Northampton, Mass.

R. A. Duff, Spinoza's Political and Etchical Philosophy.

Harlem Book Co., 53 W. 125th St., New York

Book on Silver Refining.
3rd Vol. Phillip 2nd, Dudley H. Prescott, Kelmscott Society edition.

Henry F. Harper, 35 So. 18th St., Philadelphia, Pa.

Sarah McL. Greene, Flood Tides, Harper.
Wm. Henry Brown, Lithograph Silhouettes of Distinguished Americans.
Moulton, Genealogy, 1906.
Ambrose Bierce, 1st editions, sets, anything.
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Harvard Cöoperative Society, Inc., Lyceum Bldg., Cambridge, Mass.

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White & Riddell, Latin Dictionary.
Cumont, Astrology Among Greeks and Romans.
Paxson, Last American Frontier.

William Helburn, Inc., 418 Madison Ave., New York, N. Y.

Saint and Arnold, Stained Glass of the Middle Ages in England and France.
Exhibition of Paintings, Ignacio Zuloaga.

B. Herder Book Co., 17 South Broadway, St. Louis, Mo.

Pastor, History of the Popes, 12 vols.
Memoirs of the Rt. Rev. Simon W. Gabriel Brute.

The Hidden Bookshop, 9 New Street, New York, N. Y.

National Geographic Magazine, vols. 1-6; indexes 1899 and 1900.

Walter M. Hill, 22 East Washington Street, Chicago, Ill.

Colonel Wm. Byrd's Writings.
Diphtheria, by J. V. Fougeand, 1858.
Hawthorne's Letters containing his letters from Brook Farm.
Dickens, Oliver Twist, 2 vols., Gadehill ed.
Dreiser, The Genius.
Dreiser, Sister Carrie.
Irvin Cobb, Sunday Account, 1st ed.
Schelling, Elizabethan Drama, 2 vols.
Goethe's Faust, Bayard Taylor, 1st Amer. ed.
Fitzgerald, Letters, 2 vols.
Santanya, Am. Life Civilization.
Bratt, Trails of Yesterday.
How to Mix Drinks.
Best Letters of Charles Lamb.
Medical Anomalies.
My Lady of the Decoration, 1st ed.
Giffen, Oo-Mah-Ha, 1898.
Nathan Prince's Sermons.
1901 Edition of Robert Browning's Sproul.

John L. Hitchcock, 1010 Powell St., San Francisco, California

Thomas Coates' Genealogy by Henry T. Coates, Philadelphia, 1897.
Blackmore's Lorna Doone, Everyman's Library, red morocco.
The Pioneer or California Monthly Magazine, San Francisco, July 1854, February, March, 1855.
Peabody, Early Days and Growth of California, Salem, 1874.
McIlvaine, Sketches of Scenery and Notes of Personal Adventure in California, Philadelphia, 1850.

Hochschild, Kohn & Co., Inc., Howard and Lexington Sts., Baltimore, Md.

Works and Days, by Hamilton Wright Mabie.
The Angel of Mons by Arthur Machen.
The Chronicles of Clemendy by Arthur Machen.
The Man of the Hour, Thanet.
Freaks of Mayfair, Benson, Doran.
Marie Antoinette, Abbot.
Peter the Great, Abbot.
Glorious Adventure, Burnett.
Grim Thirteen, F. S. Greene.
Ridpath's History of the World.
Quality of Mercy.

W. B. Hodby's Olde Booke Shoppe, 214 Stanwix Street, Pittsburgh, Pa.

Magic Stage Illusions, Hopkins.
Geographic Magazine, April, 1920.

Henry Holt & Co., 19 W. 44th St., New York

The Pirate's Own Book, Boston, Dickinson, 1837.

B. W. Huebsch, Inc., 116 W. 13th Street, New York, N. Y.

Times Current History, complete.

George P. Humphrey, Rochester, N. Y.

Hodge's Handbook of N. A. Indian.
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Lunn, Philosophy of the Voice.

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De Foe, Roxana, cloth.

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Lighton, Happy Hollow Farm.
Kipling, Kim ill. ed, $3.50, D. P.
Pattee, Mary Garvin.
Harrison, Life and Letters of E. A. Poe, Crowell.

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Complete Instructions in Rearing Silk Worms, Williams.
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Political History of Oregon, vol. 1, Brown.

Illinois Book Exchange, 202 So. Clark Street, Chicago, Ill.

The Journal of Wm. Maclay (member of the First U. S. Senate).
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Demonology, any book on.

J. N., Care Publishers' Weekly

Rider, Are the Dead Alive?

G. A. Jackson, 20 Pemberton Square, Boston, Mass.

Yale Law Review, vols. 1-13.
Harvard Law Review, vols. 32, 33, 34 or set.
Boston Massacre, Kidder, 1870.
Mass. Laws prior to 1838.
Mass. Journals prior to 1800.
Criminal Trials.
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Quote Legal Miscellany.

George W. Jacobs & Co., 1628 Chestnut Street, Philadelphia, Pa.

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The James Book Store Co., 127 W. 7th Street, Cincinnati, Ohio

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Life of John Ledyard in Spark's American Biography.
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Twining's Travels, Harper.
Campbell and Purcell's Debates.

J. H. Jansen, 323-4 Caxton Bldg., Cleveland, O.

Architectural Record, 1916, February.
Architectural Record, 1917, January, September, August.
Architectural Record, 1918, January, March, April, May, December.

Johnson's Bookstore, 391 Main Street, Springfield, Mass.

Lynch, Book of the Iris.

The Jones Book Store, Inc., 426-428 W. 6th St., Los Angeles, Cal.

Glimpses of the Next State, Admiral Moore, 2 copies.
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Marshall Jones Company, 212 Summer Street, Boston, Mass.

Reed, Football for Public and Player, pub. Stokes.

The Edw. P. Judd Co., New Haven, Conn.

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Kroch's International Bookstore, 22 North Michigan Boulevard, Chicago, Ill.

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Hands Around, Snitzler.

Charles E. Lauriat Co., 385 Washington St., Boston, Mass.

Bram Stoker, Mystery of the Sea.
Bram Stoker, Jewel of Seven Stars.
Dante for Beginners, Arabell Shore, Chapman & Hall, 1886.
Uncanonized, Margaret Potter.
Conflict, Henrietta Leslie.
Men, Women and Books, Birrell.
Obiter Dicta, 2 vols., Birrell.
Tasso Jerusalem Del. Ed. Fairfax, pub. Lamb.

Lemcke & Buechner, 32 E. 20th St., New York, N. Y.

Nietzsche, Thus Spake Zarathustra.
Nietzsche, Genealogy of Morals.
Nietzsche, Will to Power.
National Association of Cotton Manufacturers, Transactions, 1918.
National Association of Cotton Manufacturers, Standard Cotton Mill Practice and Equipment, 1919.
National Fire Prevention, Official Record, 1914.

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N. E. Soc'y of Antiquity Bulletins.

The Liberty Tower Book Shop, 55 Liberty Street, New York, N. Y.

Mardi, Melville, 1st ed. preferred.
40 vol. American Satesman, limited ed., Houghton Mifflin.

C. F. Liebeck, 849 East 63rd St., Chicago, Ill.

Harrisse, Bibliotheca Americana Vetustissima, New York, 1866.
Rich, Bibliotheca America Nova. London, 1835-1846.
American Journal of Sociology, vol. 9, No. 5, and vol. 10, No. 4, or complete vols.
Sabin's Dictionary, Americana, any parts.

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Porter, Henry of Navarre, Ohio.
Symonds, Studies in the Greek Poets, 2 vols.

Lord & Taylor Book Shop, Fifth Ave. at 38th St., New York, N. Y.

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Chatterbox, 1916 edition.
Chatterbox, 1919 edition.
Noh Plays.
Study of Classical Stage of Japan, Ezra Pound, pub. by Knopf.
American Ideals Cooper 4 copies.
Fifty Years in a Maryland Kitchen, pub. in Baltimore, Md., 1913.

Lowman & Hanford Co., Seattle, Wash.

Greville Memoirs, vol. 3, red cloth.
The Present Tenses of the Blessed Life, Myer.

A. C. McClurg & Co., 218-224 South Wabash Ave., Chicago, Ill.

Duniway, Capt. Gray's Company, Portland, 1859.
Johnson and Winter, Route Across the Rocky Mountains, Lafayette Ed., Ind., 1846.
Tourget, Button's Inn.
New International Yearbooks for 1917 and 1920.
Hill, The Web, 2 copies.
Crane, Third Violet, 1st edn., 1897.
Beardsley, Under the Hill, 1st edn., 1903.
Beardsley, Last Letters, 1904.
Le Gallienne, Prose Fancies, 1st edn., 1894.
Le Gallienne, Poems, 1st edn., 1892.
Poulnd, Gaudier Brzeska, 1st edn., 1916.
Beerbohm, Zuleika Dobson, 1st edn., 1911.
Hichens, Green Carnation, 1st edn., 1894.

McDevitt-Wilson's, Inc., 30 Church St., New York

Bancroft. History of Utah.
Railway Signal Dictionuary, Revised 1911 edition, Simmons-Boardman.
Books on Spanish Inquisition.
Swinnerton, George Gissing, 1912.
E. Clodd, Memories (On Gissing).
Morley Roberts, The Private Life of Henry Maitland.

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Benson, Reaping.
Zone Therapy, Dr. Fitzgerald and Dr. Bowers.

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Va. Historical Reporter, issued by Va. Historical Society.
Fethian's Journal.
Virginia Convention, The, by H. Blair Grigsby.
Character of Jefferson, H. Blair Grigsby.
Some of Our Past Histories, Periods bearing on the Present, H. Blair Grigsby.
Fontaine's Journal.
St. Mark's Parish, Slaughter.
Henning's Statutes at Large.
Pen Pictures of Farm Life by Graham Claytor.
State of Letters and Science, Addresses by A. J. Merriman.
John Blair, Address by Henry T. Wickham.
Westouer Mss., Richmond, 1866.
John Smith, Works edited by Arber.
Henry Wm. Wirt, Address before Va. Historical Society, 1882.

S. F. McLean, 348 So. Broadway, Los Angeles, Cal.

Virgil, A Christ Gottl Heyne, Lipsiae and Londoni, 1832-41, Vol. 1, pt. 1; Vol. 3, pt. 1; and Vol. 4, pt. 1.
Gould's Birds of Asia, 7 vols., folio, 1850-83.
Gould's Birds of Australia, 8 vols., folio.
Gould's Birds of Europe, 5 vols., folio.
Gould's Birds of Great Britain, 5 vols.
Gould's Birds of Himalayas, 1 vol.
Gould's Birds New Guinea, 5 vols.
Gould's Humming Birds, 6 vols., folio.
McKinley, Family Genealogy.
Page, Natural Cure Consumption, Boston about 1880.
Newberry or Newbury Genealogy.

Macauley Bros., 1268 Library Ave., Detroit, Mich.

Cherry Moments, W. H. Kerr, 2 copies.
History of American Painting, Isham.

R. H. Macy & Co., Inc., Herald Square, New York

Atlantic Monthly, Sept. and Oct., 1921.
Guide to Modern Cookery, Escoffier.

Magasin-Variete, 1558 Main St., Baton Rouge, La.

Elson, New Primer and Books 1, 2 and 3.
Bolenius, Readers, Books 4, 5 and 6.
Howe, Reader, Book 7.
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Lincoln from Birth to the Presidency, Ward H. Lamon, 1872.
Life of Lincoln, three volumes, Wm. H. Herndon and Jesse W. Weik.
The Best Short Stories of 1918 and 1919. O'Brien.

L. S. Matthews & Co., 3563 Olive St., St. Louis, Mo.

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The Lamp of Sacrifice, W. R. Nicoll.

Edwin Valentine Mitchell, 27 Lewis Street, Hartford, Conn.

History of Standard Oil Co., 2 vols., Tarbell.
Cyrano de Gergerac, Rostand, translated by H. T. Kingsbury.
Second Post, Lucas, Macmillan.
Gentlest Art, Lucas, Macmillan.
Lady Cadogan's Memoirs.
Other Side of Death, Leadbeater, Chicago Theosophical Co.

H. A. Moos, 331 W. Commerce St., San Antonio, Tex.

Eroticisms, by Daudet.

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The Wooing of Wakatoon, Lew Wallace.
Randerver the Songster, Lillekrantz.
The Lost World, Conan Doyle.
Andrew the Glad, Davies.

The Morris Book Shop, 24 North Wabash Ave. Chicago, Ill.

Ade, Pink Marsh.
Burton, Sir R. Travels, etc.
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Chandler, Trial of Jesus.
DeMille, Cord and Creece.
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Harvard Classics, v. 1, red clo. preferred.
Smith, F. H., Venice of To-Day.
Scott, R. F., Scott's Last Expedition, v. 1.
Stoddard Lectures, vols. 6, 7, 9.
Turquan, Great Adventuress, Lady Hamilton.
World Book, v. 9.

The New School Bookshop, 465 W. 23rd St., New York

Bleek and Lloyd, Specimens of Bushman Folklore, Macmillan.
Kingsley, Travels in West Africa, Macmillan.

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McCabe, Augustine, Putnam.
Paetow, Arts Course in Mediaeval Universities.
Page, Letters of Alcuin, Forest Press.
Popular Science Monthly, November, 1877.
Rabelais, Works.
Voltaire, Works.
Whiffen, Northwest Amazons, Duffield.
C. Wright, Philosophical Discussions, 1876, Holt.

New York Labor News Co., 45 Rose Street, New York, N. Y.

Aesop's Fables, illustrated by Detmold.
Shakespeare's The Tempest, illustrated by Walter Crane.
Pennell's Pen Drawing, etc., Macmillan.
Carlyle, Sartor Resartus, illustrated by E. J. Sullivan.

N. Y. Medical Book Co., 231 Fourth Street, Union Hill, N. J.

Allbutt, Diseases of the Arteries.

Martinus Nijhoff, 'S-Gravenhage, Holland

Biochemical Journal, complete sets.
Journal of Biological Chemistry, complete sets.

The Norman, Remington Co., Charles St., Baltimore, Md.

Moore, Songs and Stories from Tenn.
J. R. Skinner, Key to Hebrew Egyptian Mystery in Source of Measures, Clarke.
Vallery, Radot, Pasteur, 2 vol. ed.
Blake, Book of Job.
Tassin, Magazine in America.
Hakluyt, Voyages, 12 vols., Macm. ed.
Newton, Amenities of Bk. Collecting, 1st ed.
Saml. Johnson, Dicty., 2 vols., 1st Amer. Ed., Phila., 1889.
Mandeley, Essay on Mental Responsibility of Hamlet.
The Gentlest Art, Lucas.
The Second Post, Lucas.

Chas. A. O'Connor, 21 Spruce St., New York

Anything on the Quakers.
Butler, Lives of the Saints, 4 vols.
Poems of Matthew Prior.
Anything on by or pertaining to Chas. J. Kickham.
Woodburn, The Ulster Scot.
Miss Caldwell, Old Irish Life.
Anything on the Scotch Irish or the Highland Scotch in America.
Ingram, The House of David, 3 vols.
Fitzpatrick, Ireland and the Making of Britain.
Clementina, Mostly Mary, Bird-a-Lea.
Aline Kilmer, Vigils, Candles that Burn.
Coffin, How to Study Pictures.
Lang, Book of Saints and Heroes.
Smith, Black Cardinal.
Smith, Boy Who Looked Ahead; Boy Who Came Back; Annals of the Harbaugh Family.
Quackenbush Family in Holland and America.
Houston, McGillivray, Aainsworth, Aylsworth, Armistead, and Tiernan genealogies.
Hunter, Sketches of Western No. Carolina.

The Old Corner Book Store, Inc., 27-29 Bromfield St., Boston, Mass.

Frank on a Gunboat, Porter & Coates edition, brown cloth.
Correspondence and Journals of Captain Nathaniel J. Wyeth, edited by F. G. Young (Sources of the Hist. of Oregon Ser.).
Historical Mysteries, Andrew Lang.
Kingdom of the Earth.
Stories of New France, Machar & Marquis.
Old Quebec, Gilbert Parker.
Arnold's Campaign Against Quebec, John J. Henry.

Old Corner Book Store, Springfield, Mass.

Biography of Amer. Military and Naval Heroes by T. Wilson, vol. 2 only, N. Y. 1821.
Withersfield, Conn., 2 vols.
Windsor, Conn., Stiles, 2 vols.
Indian Wars of New England, Library Edition, by Sylvester.
Michigan Pioneer and Histl. Socy' Collections, vols.

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Nye, Bill, Baled Hay.

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Longfellow, Golden Legends, illus. by Steven Meteyard.
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Pasadena Public Library, Pasadena, Cal.

Questioned Documents, Albert S. Osborn.

Patten Company, Ltd., 117-123 Hotel Street, Honolulu, T. H.

Hawaiian Cook Book, 1882 edition.
Hubbord, Little Journeys to Homes of American Authors.
Harnug, The Crime Doctor.
Johnston, American Orations, four vols.
McNeill, Lyrics from Cotton Land.
Riis, Battle with the Slum.
Rolland, Musicians of Today.
Rolland, Some Musicians of Former Days.
Tarbell, Standard Oil Company, 2 vols.

Pearlman's Book Shop, 933 G Street, N. W., Washington, D. C.

Langley, Experiments in Aerodynamics Internal Work.
Harris, Before and At Trial (English publication).
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Noah K. Davis, Elements of Logic.
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Schubel, Making Mental Pictures Come True.
Oscar, Cook Book.
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Greene, The Right of the Strongest.
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Pettis Dry Goods Co., Book Department, Indianapolis, Ind.

Indiana Reports, complete set.

N. A. Phemister Co., 42 Broadway, New York

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Central Law Journal, vol. 73-85 inclusive.
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Olivet, Social Status of Men.
New York Colonial Laws, 1664-1775, reprint, 5 vols.
New York Laws, 1807-1812 inclusive.
New York Laws 1825, 48th Session to 1828, inclusive.
New York Laws, 51st session, 1st meeting, 1828.
Chandler, Trial of Jesus.

Philadelphia Book Co., 17 S. Ninth Street, Philadelphia, Pa.

Weatherly, Treatise on the Art of Sugar Boiling.
Innes, The Fan.
Kinealy, Centrifugal Fans.

LeRoy Phillips, 124 Chestnut St., Boston, Mass.

Copies of the Hibbert Journal: October, 1918,-January, 1920; October, 1920,-January, 1922.

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Teolin Pillot Company, Houston, Texas

Proverbial Philosophy, etc., Martin Farquliar, Tupper.
Karma, Lafcadio, Hearn edition.
Baled Hay, Nye and Riley.
Railway Guide, Nye and Riley.
An Englishman in Paris, Nan Dam.
Journeys with Jerry the Jarvey.
Across China on Foot, Dingle.
Annexation of Texas, Justin H. Smith.
Cash Intrigue, Chester.
Prince of Place, Blythe.

The Charles T. Powner Co., 177 W. Madison Street, Chicago, Ill.

Genealogies as follows:
Baker, Baldwin, Buford, Burr, Cabell, Comstock, Foster, Herrick, Merrill, Miller and Morris (Knoxville, 1876), Moore (Bellville, Ill., 1892), Morse, Powell.
Hayden, Va., Families.
Bryan and Rose, History of Pioneer Families of Mo.
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Vol. I, Leroy-Beaulieu, Empire of the Tsars and Russians.
Griffin, Catholics and the American Revolution, vol. 1 only.
Abbott, Flat Lands or In Flat Lands.
Akers, Hist. So. America.
Carter, When Railroads were New.
Goddard, Studies in N. Eng. Transcendentalism.
Hope, Costume of Ancients.
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Shaler, Aspects of Nature.
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The Charles T. Powner Co., 26 E. Van Buren St., Chicago, Ill.

Encyclopedia Britannica, 11th edn., brown sheepskin, vol. I only.

The Charles T. Powner Co., 62 West Madison St., Chicago, Ill.

Deissman, Bible Stories.

C. S. Pratt, 161 6th Ave., New York [Cash]

Ainsworth, Spanish Match; Old Court; Leaguer of Latham; Tower Hill; Good Old Times; Combat of the 30; Mysteries of the Court of the Stuarts, pap. or cloth.
Albert Ross, Her Husband's Friend; Moulding a Maiden; Young Fawcet's Mabel, pap. or cloth.
Van Loan, Within the Ropes.

Presbyterian Board of Publication, 125 N. Wabash Ave., Chicago, Ill.

Various books by Frederich Wilhelm Nietzsche.

The Presbyterian Book Store, 411 N. 10th Street, St. Louis, Mo.

Johannine Theology, G. B. Stevens.
Dr. Gunsaulus' Bible vs. Infidelity.
E. G. T. Carpenter's Destiny of the Wicked.
F. W. Atkin's Bright and Brief Talks to Men.
Euclid, His Life and System, Thos. Smith.
J. W. Dawson's Nature and the Bible.
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Journeys into Bookland, Sylvester.
Revelation in Progress from Adam to Malachi, Titcomb.
Christian Theology, Valtntine, 2 vols.

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Report of the Committe of Twelve on the Teaching of Modern Languages, Heath, 1911.

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Anonymous, Crucifixion by Eye-Witness.
Buck's Mystic Masonry, Genius of Freemasonry.
Broughton's Elements of Astrology.
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John M. Pryse—Continued

Hartmann's With Adepts, Secret Symbols Rosicrucians.
Levi's Magic Ritual, Transcendental Magic.
Mead's Fragments Faith Forgotten, Orpheus, Simon Magus.
Mather's Kabbalah Unveiled, Key of Solomon, Abra-Melin.
Myer's Qabbalah, Oldest Book in World.
Notovitch's Unknown Life of Jesus Christ.
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Art Galleries of Munich, Dresden, Pitti Palace.
Boston Museum and Metropolitan Museum, L. C. Page.
Marco Polo, Knox.

The Rare Book Shop, 813 17th St., Washington, D. C.

Sue, The Sons of the People.
Stockton, Stories of N. J.
Flambert, Madam Bovary.
Crowe, Pat Crowe, Aviator.

Rare Book Company, 99 Nassau Street, New York

Laws of Arkansas, Louisiana, Oklahoma.
Allen, Southern Patriotic Songs during Confederacy, 1874.
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Arrington, Rangers and Regulators of Tanaha, 1857.
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Greenleaf, Ten Years in Texas, 1883.
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Ingraham, The Prairie Guide, or Rose of the Rio Grande, 1849.
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Reid, Reid's Tramp, 10 mo, Travel Through Texas, 1858.
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South, Echoes from the South, 1866.
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Wilson, American History, Inc. History of Texas, 1847.
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Science and Health, by Mrs. Eddy, from the 1st to 50th editions.
Christian Science Series, two volumes.
Christian Science Journals and Sentinels.
Early Pamphlets by Mrs. Eddy.

Raymer's Book Store, 5 N. Division Ave., Grand Rapids, Mich.

Aristotle's Organum, Oxford Classics.

Peter Reilly, 133 N. 13th St., Philadelphia, Pa.

Darby O'Gill, D. P. Templeton.
Tricker, Aquatic Gardens.
The Greatest Crime of All History, or Morgan House.
Matthews, Oratory and Orators.
Records No. 8, 10, 11 of Rosenthal Method for Learning German.

Paul R. Reynolds, 70 Fifth Ave., New York

Zola's Fruitfulness.

E. R. Robinson, 410 River Street, Troy, N. Y.

International Conciliation, any numbers from 1907 to 1914.
Weird Women.
Curious Bypaths of History.
Moore, G., Lewis Seymour and Some Women.
Moore, G., A Modern Lover.
Roosevelt, Winning of the West.
Kipling, Outward Bound edition.
Mann, H. K., History of the Popes, vols. 1, 3, 7, or complete.
Ellis and Yeats, William Blake.
Forman, Prose Works of Shelley.
Crane, Dr. Frank, Four Minute Essays.
Strauss-Durckheim, Anatomie Descriptive et comparaive du Chat.
Wilder and Gage, Anatomical Technology as Applied to the Domestic Cat.
Gorham and Tower, Laboratory Guide for the Dissection of the Cat.
Jayne, H., Mammalian Anatomy, vol. 1.
Ansell, F. J., Art of the Munich Galleries.
Shelley, H. C., Art of the Wallace Collection.
Kitchener, Dr., Economy of the Eyes.

Edson R. Robinson, Inc., Watertown, N. Y.

The Man of Galilee, Geo. R. Wendling.

Rockford Public Library, Rockford, Ill.

Amer. Book Prices Current, 1918, 1919, 1920.

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Magazine of Amer. Hist., March, 1873.
Quar. Jour. of Economics, Nov. 1913; Nov. 1915; Feb. 1916; May 1917.

The Rosenbach Company, 1320 Walnut Street, Philadelphia, Pa.

Bhagavadgita, Translated by Wilkins, 1785.
Boltwood, Genealogy of Thomas Noble.
Duval, Shadows of Old Paris.
Glover, An Account of Virginia, 1676, Oxford reprint, 1904.
Hardee, Color Plate Books.
Hariot, Virginia, Sabin's reprint.
Lawson, Carolina, Raleigh, N. C., 1860.
Martin, History of North Carolina, New Orleans, 1869.
Prideaux, Book on Aquatints.
Roycroft Press, Book of Job.
Samuel Sewall's Diary.
Spielman, Etchings of Charles Keen.
Swarbrick, Robert Adam and His Brother.
Walker, Journal of an Exploration, Boston, 1888.

Frank Rosengren, 611 North State Street, Chicago, Ill.

B. L. T., Pipe Smoke Carry.
Croft, Practical Electricity, 8 vols.
American Tech. Set of Applied Electricity.
Hawkins, Electrical Dictionary and Guides.
Books by Anatole France.
Books on Physiogonomy, Lavater, Sims, etc.
Braymer, Armature Winding.
Windy McPherson, 1st ed.
Parrots in Captivity, Greene.
Lucian Dialogues, N. Brown ed.
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Ibseniana, early editions, translations, commentaries, portraits, etc.

Schenectady Public Library, Schenectady, N. Y.

Books on Aquariums.

Schoenhof Book Company, 15a Beacon Street, Boston, Mass.

Pater, Uncollected ssays, Mosher.

Schulte's Book Store, 80 Fourth Ave., New York

Schaff, Encyclopedia of Religious Knowledge, vols. 11 and 12.
Thoughts for the Thoughtful.
Grosvenor, Sermons.
Ladd, Introduction to Philosophy.
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Pigon, Principles of Industrial Peace.
Bryce, Relations of Advanced and Backward Races.
Patertson, Rhythm of Life.

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Statistical and Chronological History of United States Navy, Robert W. Neeser.
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Hopkinson, Smith's Thackeray's London.
DeFoe, Moll Flanders.
Any volumes in Bohn Classical Library.
History of Cayuga County.
Marey Movement.

Charles Scribner's Sons, Fifth Ave. at 48th Street, New York, N. Y.

Anderson, Norse Mythology.
Bagot, Lakes of Northern Italy, Methuen.
Benson, Up and Down.
Cain, Nooks and Corners of Old Paris, Lippincott.
Cain, Walks in Paris, Macmillan.
Cartwright, Painters of Florence, Murray.
Childers, Riddle of the Sands, Dodd, Mead.

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Charles Scribner's Sons—Continued

Cook, Old Touraine, 2 vols.
Davis, The Consul, ed. in boards, Scribner.
Hardy, E. J., Unwarying East, Scribner, 1912.
Jaccaci, On Trail of Don Quixote, Scribner.
Le Blond, Old Gardens of Italy, Lane.
Lewis, A. H., Sunset Trail.
McCurdy, Roses of Paestum, Allen, London.
Old English Stitches, Portfolio I.
Eastern Stitches, Portfolio II.
Stitches from Western Embroideries, Portfolio III. Pub. Humphries, London.
Remington, Bunch of Buckskins, Series of Pictures, pub. by Russell.
Renan, Life of Jesus, 2 vols., Little, Brown.
Russell, The New Socialism, Shakespeare Press.
Sutton, Volumetric Analysis.
Vanderpool, E. C. N., Color Problems, Longmans.
Wilde, Vols. I and II, Nichols Cosmopolitan Library Ed., purple limp leather only.
Allen, Flowers and Their Pedigrees.
Barbour, Cupid En Route, Badger.
Barnett, Daughter of Babylon.
Bible Stories, illustrated by Dore, large edition only.
Brewer, Dictionary of Phrase and Fable.
Byron, Works, Lippincott, Phila., 1856 ed. only.
Dumas, Three Musketeers, 2 vols., Little, Brown, limp leather ed. only.
DuCane, Flowers and Gardens of Madeira, Black.
Duncan, The Seashore, Stokes.
Dutch—Friesian Herd Book, vol. 1 only.
Fromentin, Old Masters of Belgium and Holland, Houghton Mifflin.
Goodhue, Book of Architectural and Decorative Drawings, 1914.
Hamilton, Alexander Hamilton.
Holstein, Friesian Herd Book, vol. 1-18 inclusive.
Howe, Sun and Shadow in Spain, Little, Brown.
Hutton, Cities of Umbria, Dutton.
Isham, American Painting.
Leopardi, Prose and Verse, For. Philosophical Library ed. only.
Lyttleton, Life of Alfred Lyttleton.
Meredith, Rock Gardens.
Pennell, Feasts of Antolycus, Lane.
Rainer, Queen at School, Harper.
Riss, Theodore Roosevelt, Macmillan.
Rowles, The Garden Under Glass, Lippincott.
Sabatini, Sea Hawk, Lippincott.
Strong, Roman Sculpture, Scribner, 1907.
Symons, Cities of Italy.
Twidle, A., Beautiful Butterflies of the Tropics, Stokes.
Vancouver, Journal on Discovery of Puget Sound, Univ. of Washington.
Western Holstein Association, vol. 1.
Wilson, Ewing's Lady, Appleton.
von Boeckmann, Care and Development of Lung and Muscular System, Lust, N. Y.
Comparetti, Virgil in the Middle Ages, Mac., 1908.

The Sequoia Book Shop, 525 Emerson St. Palo Alto, Calif.

Lorimer, Jack Spurlock.

Chas. Sessler, 1314 Walnut St., Philadelphia, Pa.

Back to Methuselah, 1st ed.
Any books illustrated by Pennell.
Bill Nye, History of the United States.
Fitzgerald, History of the Irish Stage, 2 vols.
Book of Art of C. Cennini.
Yale Book of Undergraduate Verse.
Villon Biography
First eds. of Lippard.
Indian Books by Buck.
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THE Publishers' Weekly

The American Book Trade Journal

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Entered as second-class matter June 18, 1879, at the post office at New York, N. Y., under the Act of March 3, 1879. Subscription price, Zones 1-5, $6.00; Zones 6-8, $6.50; Foreign, $7.00.
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VOL. CI. NEW YORK, JUNE 10, 1922 No. 23

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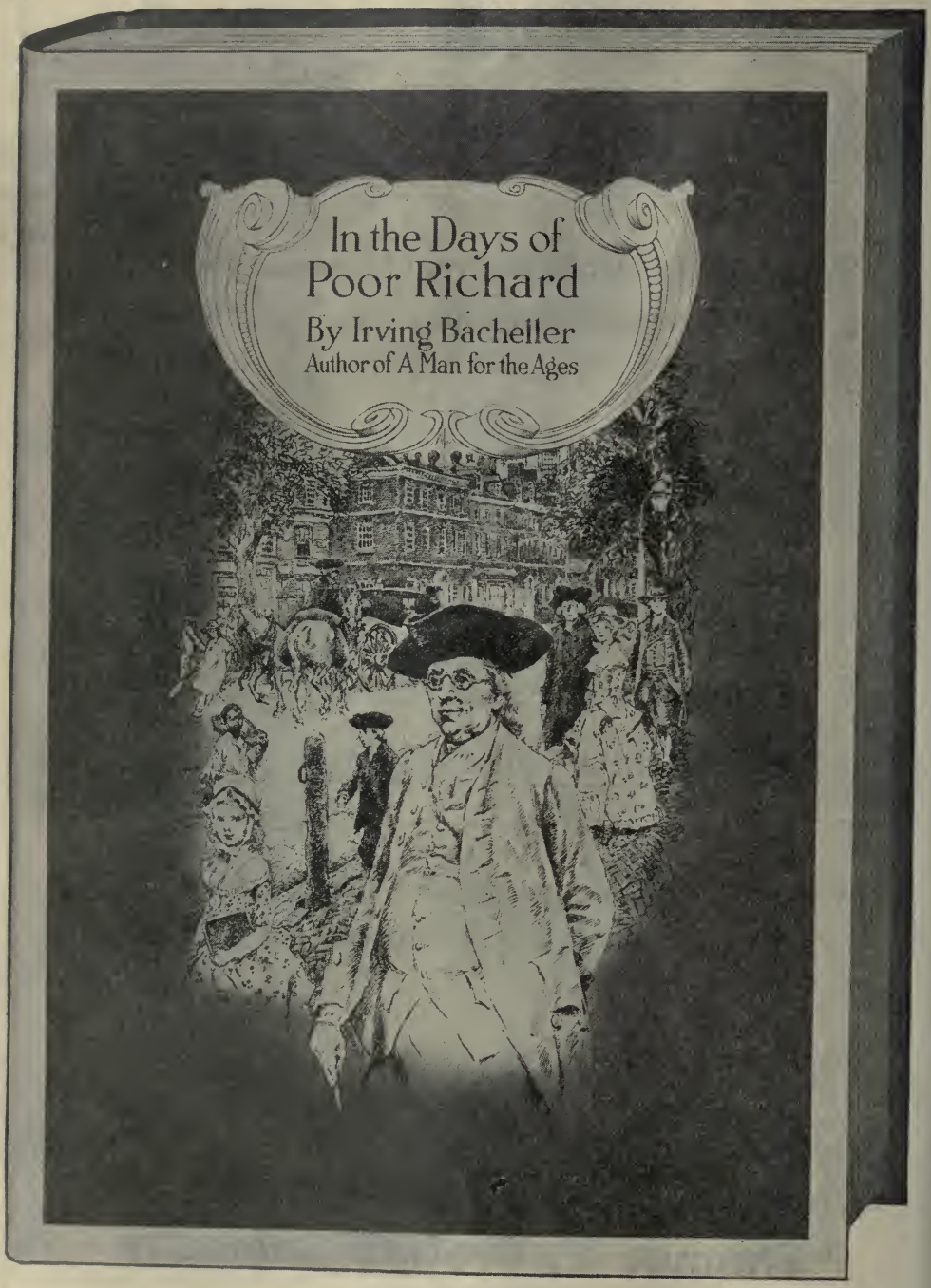

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The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
Founded by F. Leypoldt

June 10, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The Traveler and the Buyer

AS the travelers with their fall lines are now abroad in the land beginning the most important of the book-trade's buying seasons, those retailers who realize the importance of the contact between buyer and seller should re-read the paper written by a publisher's salesman for the Convention at Washington under the title "As Ithers See Us." It is the business of a successful traveler to adapt himself as much as possible to the ways and habits of the buyer. The buyer is not always as careful to understand the salesman's situation. This article points out some of the conditions of selling books on the road which the buyers should appreciate, and, appreciating, help to improve.

1st, Be prepared for the salesman. A notification usually precedes his coming with a copy of the catalog for checking. A checking done carefully in advance is better than a hasty checking on the day of the traveler's arrival. No traveler likes to sell to a poorly prepared buyer.

2nd, Arrange work to handle buying systematically. In stores where the buyer is also the manager and sometimes salesman, this is particularly necessary. As buying is so extremely important a part of the year's business, it should be systematically arranged for.

3rd, Keep appointments as closely as is possible. This is not only common courtesy but it means that the buyer understands that time is money, and the traveler's time must be taken care of in the expense of selling.

4th, Do not postpone buying. Sometimes the traveler is put off from one trip to another merely because of a lack of appreciation of what time is worth.

5th. Give real orders, if possible, orders that are subject to probable curtailment or which may never be confirmed are of no satisfaction to the traveler, and the buyer does not make things pleasanter by holding out delusive prospects.

6th, Get special conditions of sale down in writing. If there are any arrangements connected with a purchase that are out of the ordinary, have them put in writing on the copy of the order, so that future friction may be avoided.

7th, Keep record of selling plans. Many books are bought in quantity because of special selling plans that the traveler has outlined. If these special selling plans are lost sight of, the stock when received will not move as it should. It is the buyer's business to keep record of these plans.

8th, Give new authors a show, if possible. Travelers find that buyers plead for books by new authors, but, when shown, decide that the experimenting should be done by some other bookseller. Every bookstore can be a pioneer in some field.

9th, Let the traveler talk with the sales people. Much valuable selling information and merchandising impulse is carried from city to city by the travelers, and contact with people on the floor is valuable. Unless such contact seriously interferes with the routine of store keeping, it is to be encouraged and not discouraged.

10th, Remember the traveler has his troubles. Touring the country and keeping appointment after appointment is not a pleasure trip. Keep the traveler's difficulties in mind and give him courteous and friendly welcome in your city. Comradeship between buyer and seller is a fine thing, and mutual confidence and respect will develop business for both.

Active Market for "Classics"

TWO of the most energetic advertising campaigns in the direct selling book field in recent months have been that of the Little Leather Library Corporation selling a series of little classics in attractive handy form and the campaign from Gerard, Kansas on little classics at 10c each. These campaigns may be symbols of a new interest in the old standards which may spread in many directions and bring a wider display of old titles in the bookstores.

The *Everyman's Library* has recently added new titles, and the same publishers have been developing further their *King's Treasury Series* with many attractive items. The *Modern Library* is now pretty fully established in

all book outlets, specializing, as it does, in the accepted books of the last fifty years. A new series of European classics has been started by Nicholas L. Brown entitled the *Sea Gull Library,* with four volumes ready and others in preparation. New volumes have appeared in the *Loeb Library* of Greek and Latin classics, now well over its hundredth volume. A. A. Knopf, Inc., has undertaken the American distribution of a series of world classics in their original languages which are printed in Germany.

A book distributing system that does not make available all the literature of the past is certainly failing in an important function, and it is to be hoped that these signs may be real indications of a growing attention to the old books.

New A. L. A. Reading Course

WITH the publication of two pamphlets describing reading courses on Accounting and on Journalism, the American Library Association has begun a new effort to increase the use of practical books and to assist in the country's problems of adult education. The Library Association believes that in every community there are men and women who would like to undertake definite courses of reading and that more helpful advice on specific subjects might be given by an expert in pamphlet form than could be available from any library or bookstore assistant whose experience must of necessity cover many fields more or less superficially.

The first two pamphlets cover Accounting and Journalism and have text describing the approach to the subjects as well as a list of books best adapted to a serious course of study. The series as planned restricts reading recommendations to six or eight books, and the pamphlets will be revised from time to time, but only when new publications make this necessary. Bookstores will find these helpful in building up reading interest and in increasing the number of people who are making books an important part of their business progress. The titles that are mentioned in the pamphlet on Accounting are:

First Year in Bookkeeping and Accounting. By MacFarland and Rossheim.. *Appleton.*

Accounting Theory and Practice, Vols. I and II. By Roy B. Kester. *Ronald Press.*

Cost Accounting Budget in connection with Rowe's Bookkeeping and Accountancy. *H. M. Rowe Co.*

Cost Accounting. By Nicholson and Rohrbach. *Ronald Press.*

Auditing Theory and Practice. By R. H. Montgomery. *Ronald Press.*

Duties of the Junior Accountant. By Reynolds and Thornton. *American Institute of Accountants.*

Mathematics of Accounting and Finance. By Finney and Walton. *Ronald Press.*

The Elements of Business Law, With Illustrative Examples and Problems. By E. W. Huffcut. *Ginn.*

The course on Journalism includes these titles:

Essentials in Journalism. By H. F. Harrington and T. T. Frankenberg. *Ginn.*

Types of News Writing. By W. G. Bleyer. *Houghton Mifflin.*

How to Write Special Feature Articles. By W. G. Bleyer. *Houghton Mifflin.*

The Editorial: A Study in Effectiveness in Writing. By Professor L. N. Flint. *Appleton.*

A Handbook for Newspaper Workers. By Grant M. Hyde. *Appleton.*

Making a Newspaper. By J. L. Given. *Holt.*

Writing for Print. By H. F. Harrington. *Heath.*

The Country Weekly. By Phil C. Bing. *Appleton.*

Success, and The Clarion. By Samuel Hopkins Adams. *Houghton Mifflin.*

Copies of these pamphlets and later ones can be obtained from the American Library Association, 78 East Washington Street, Chicago.

Tariff on Casein Protested

ANOTHER protest against too high a tariff rate in the new bill is that being lodged in Congress by the paper makers against a 4c per pound duty on casein. Casein, which is made from skimmed milk, is the principal ingredient used in binding the fibers of pulp together to make book paper. The largest part of it comes from Argentine. Under normal conditions, this country would import about 20,000,000 pounds. The domestic supply would be somewhere between 5,000,000 and 8,000,000 pounds per year. More than this is not likely to be produced in this country, because the dairies do not turn their skimmed milk into this product until the market has been amply supplied with all the other products, such as powdered milk, cheese or condensed milk. Casein has sold for about 15c a pound, and the increase in cost that would come from a 4c duty would put the American makers of book paper under a serious handicap in comparison with the European countries. Users of finished paper will be interested to support the paper makers in this protest, as the increased duty proposed would seem to serve no good purpose in maintaining the American industry.

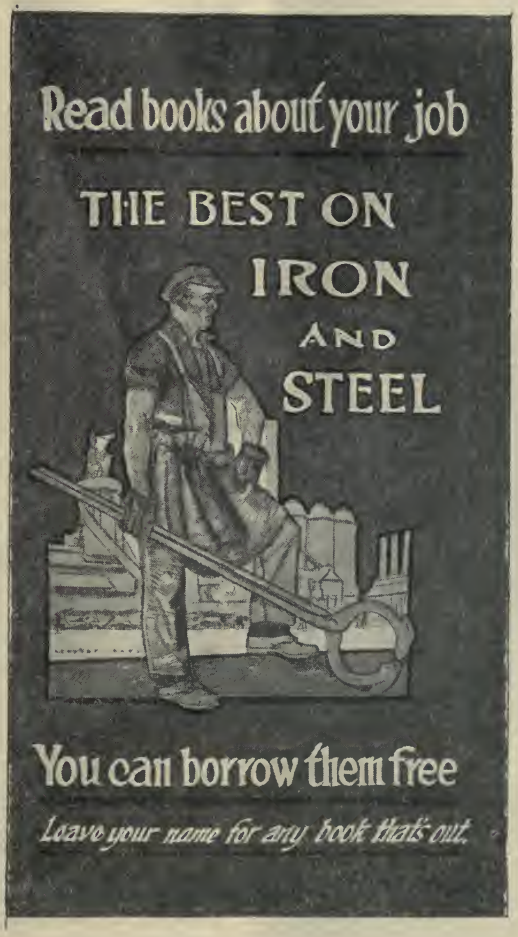
Government Reading Courses

By Joseph L. Wheeler
Librarian of the Youngstown Public Library

FOR several years Uncle Sam has taken note that education does not stop when school days are done. The Bureau of Education has a Home Education Division, the idea of which is, that people can be encouraged to read and study at home. With the marked increase in sales of really good books of non-fiction since the war, the book-trade must be interested in this Home Reading project, for the Bureau has now issued and distributed in large quantities a score of these courses, which have gone into thousands of homes and influenced men, women and children to read thousands of good books. The trade can do much to further this great work, and in turn may benefit by it.

Here is a list of the courses up-to-date

1. Great Literary Bibles.
2. Great Literature —Ancient, Medieval, Modern.
3. Miscellaneous Reading Course for Parents.
4. Miscellaneous Reading Course for Boys.
5. Miscellaneous Reading Course for Girls.
6. Thirty Books of Great Fiction.
7. Thirty World Heroes.
8. American Literature.
9. Thirty American Heroes.
10. American History.
11. France and Her History.
12. Heroes of American Democracy.
13. The Call of Blue Waters (Seamanship.)
14. Iron and Steel.
15. Shipbuilding.
16. Machine Shop Work.
17. Foreign Trade.
18. Dante.
19. Master Builders of Today.
20. Twenty Good Books for Parents.



THE TYPE OF POSTER MADE UP BY THE YOUNGSTOWN PUBLIC LIBRARY TO PROMOTE THE DEMAND FOR VOCATIONAL BOOKS.

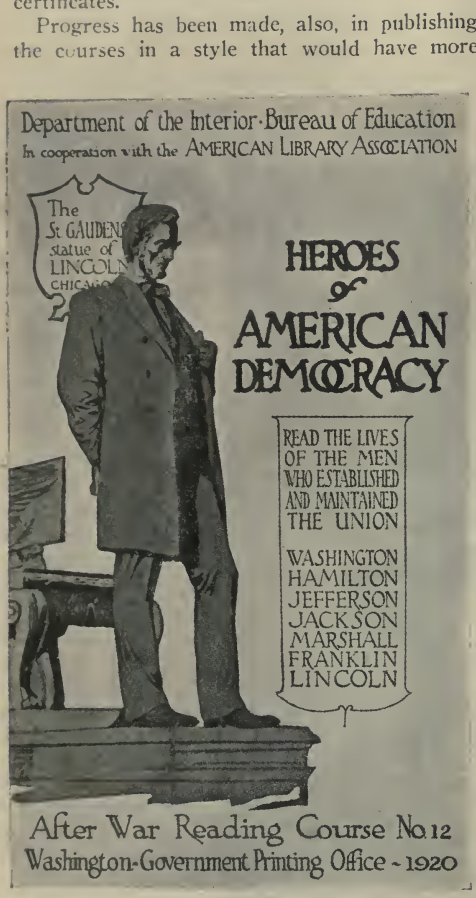
Among these the most popular are numbers 3 4, 5, 6 and 10, probably because they have been longest and most widely advertised.

Since last July the Bureau has received 8,300 requests for information about the courses and has distributed more than 51,000 copies. Readers who really mean business and will undertake to complete the dozen or score of books in any course are "enrolled" and upon completion of the course receive a beautiful "official" engraved certificate from the government. It is realized by those interested, however, that the real results come from the tremendous amount of reading done by those who pick up the lists and then informally and at their own good time, without reporting to anyone, read one or two or several of the books recommended. Probably the great bulk of this reading goes on without any notice either by the libraries or the bookdealers of the country.

The last five years have seen important advances in the general project. Efforts were made to connect it with the work of the Ex-

tension Divisions of the State Universities, with a view to localizing it. As a result sixteen states now have someone directly interested in encouraging Home Reading, sending out lists, receiving applications and reports, and issuing certificates.

Progress has been made, also, in publishing the courses in a style that would have more



COVER OF PAMPHLET NUMBER 12 IN THE GOVERNMENT READING COURSES—ONE OF THE MOST CAREFULLY PREPARED OF THIS SERIES.

visual appeal and publicity value than did the original closely set, 8-point leaflets, which had no title page or design. Six of the later courses have attractive covers prepared by artists, and several have the titles run into an interesting text written by specialists. Of the latter the most recent is the course on Teaching, which was prepared for the American Library Association by Professor Strayer of Columbia.

From the publicity point of view, as well as for the care given to the selection of the books and the preparation of the text, Reading Course No. 12, "Heroes of American Democracy," is perhaps the most successful. Like several others it was prepared for the Bureau by the American Library Association, which in turn was able to enlist the talent of Helen Nicolay, the well-known writer on American history. In a most inspiring text which briefly notes the part played by each of the 14 American leaders, Miss Nicolay introduces the titles of 21 biographies. There is an illustration of the row of books and a facsimile of the certificate. The front cover carries an artist's rendering of the St. Gaudens' statue of Lincoln.

What does such an obviously good list as this lack to make it reach into the thought of the American people? Uncle Sam could thru an army of willing co-operators make such a list of some consequence in moulding and stabilizing public opinion, for the books which it suggests deal with the lives, the motives and the problems of the men who established and maintained this nation. The effective distribution of these reading lists and a national campaign to call attention to them have not yet been successfully directed from Washington. Libraries, bookstores, study clubs and schools must be organized and instructed so that the lists will be placed in the hands of promising "prospects." It is here that the book-trade can be of service while it aids its own interests.

The typical method of utilizing booklists in public libraries would make an advertising man complain bitterly, and the same is true to a less degree in the bookstores. After most libraries have invested hours of labor in compiling booklists and good money in having them printed (locally, too, when they could do it more cheaply in co-operation with other libraries), they often appear so overcome with pleasure at the mere sight of their product that they neglect to carry out the real object of their work, which was (was it not?) to get more people to read more books. Accordingly they stack their lists upon their lending desks, and the bookdealers stack the publishers' circulars under the counter, where they rest peacefully for several months. They might better study methods of distribution and see that each copy of the lists goes out of the library or the store and into the hands of men and women who might care to read the books.

A large part of the Bureau of Education's Reading Courses is sent out from Washington to libraries, clubs and schools, and it is a safe gamble that a goodly proportion of them never reaches the hands of the ultimate prospective reader for lack of effort by the distributors.

Booksellers can secure copies of these courses from Washington or from such local libraries as have had the "gumption" to use first class lists which they themselves did not prepare. Then they can pass them on to customers, either at the store or thru the mail, enclosed with bills or with other book publicity. Great numbers of book-store patrons

would be glad indeed to see some of these courses and thereby be led to purchase and read some of the books, most of which would be in the stock of the average store (except the technical titles).

The enterprising dealer can easily visualize possible devices to feature the "Uncle Sam Reading Courses." Among others would be a window display, showing the series of lists, possibly with posters or cut-outs of appropriate figures, and a number of the books themselves. Possibly the Bureau of Education would provide a full-size facsimile of the certificate to serve as the central feature of the window. Much good would result if the Bureau could arrange to send out these full-size facsimiles so that libraries and bookstores could post them in a conspicuous place and thereby create a little curiosity.

Asubsequent article will consider the general subject of book lists, their compilation, printing and distribution, and the means by which the book-trade can aid in developing this important publicity medium, partly thru the co-operation of publishers, dealers and libraries.

Unpaid Creators of New Book Business

By William R. Reinicke

PART I

WHEN you speak of bookworms, even to an old book collector, he is apt to say that he has read of such worms, but as neither he nor anyone else that he knows has ever seen one, he has his doubts about the existence of such creatures. Still, they do exist, and have carried on their depredations since the time that records were kept on papyrus, skins and paper, and altho in most cases, the amount of injury has been little, the total has amounted to great losses, and in some places the loss caused by them has been very great.

The earliest reference to the subject according to Austin was discovered among the fragments of manuscript attributed to Evenus, the sophist-poet of Paros, who wrote about 450 B. C. Aristotle speaks of a "little scorpion-like creature found in books;" evidently one of the book-lice. Horace and Ovid also speak of the bookworm. Martial who lived in the first century, and Lucian in the second, also mention the destruction caused by him.

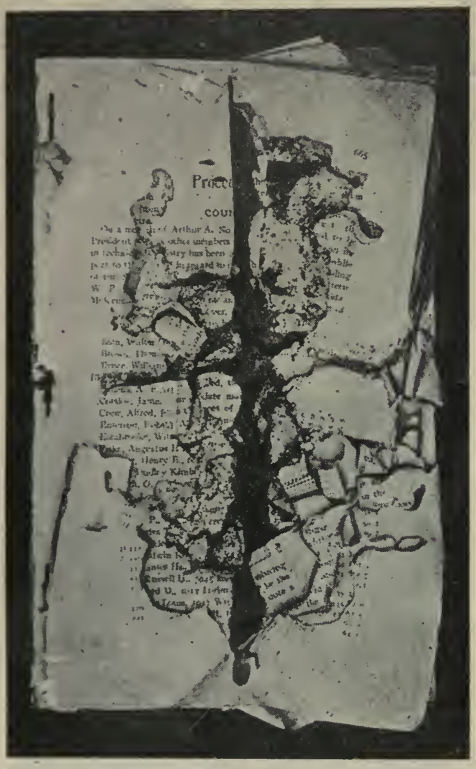
Robert Hooke in his "Micrographic," published in 1665, gives the first description of an insect destructive to books, but if it was not for the illustration accompanying the description, it would be impossible to tell what kind of insect he meant. The illustration (Fig. 4) is that of one of the silver fish, which is today found among collections of books. It was not until the time of Linnaeus (1707-1778) and Fabricius (1743-1807) that the description of insects were written in such manner, as to enable the student of today to identify them with any degree of certainty. Even the poets could not resist the temptation of putting into verse the ravages of the bookworm, and over thirty-three poets, including the immortal Robert Burns, have mentioned him.

Naturally the collections kept in libraries located in the warm regions of the world are the greatest sufferers from their injuries. In some cases, entire collections not only of books, but of government records have been destroyed, often in a few days. I was told

(FIG 1) LEATHER BINDINGS DESTROYED BY CRICKETS AND ROACHES.

that when the American government took over the Philippine Islands, the records of the old Spanish government were in a deplorable condition, due to the ravages of insects, espe-

cially the termites or white ants. When a volume supposed to contain records was lifted off of the shelf, the contents often fell out, and resembled a miniature snow storm, so completely had they been eaten into bits. Book collections in the Hawaiian islands are great sufferers from these insects. I have seen books from there so badly damaged that some of them looked as tho a mischievous boy had endeavored to see how many strips he could cut out of the pages.



(FIG. 2) WHITE ANTS EAT A BOOK TO LACE WORK.

Dr. Charles P. Fisher, Librarian of the College of Physicians of Philadelphia, says: "It was in 1901 that we found the book-worm in all stages of its growth, in a number of valuable books of the fifteenth, sixteenth and seventeenth centuries. Dr. Hagen found them damaging the books at Cambridge, Mass. Dr. Thomas L. Montgomery, state librarian of Pennsylvania, stated that "when in Bermuda, the librarian of the public library showed him a number of badly riddled books. He said that it was practically impossible in that climate to keep calf bound books free from worms. One report upon injurious insects had been so badly eaten, that the pages would scarcely hold together.

John C. Fitzpatrick, formerly of the division of manuscripts, of the library of Congress writes: "The manuscripts which suffered in all cases are those that came to us from the tropics and the warm climates such as Florida, New Mexico. . . All the manuscripts have not suffered alike, some are eaten to a lacework by a boring bug, others have been chewed to powder with the different variations possible between these two efforts.

In Florida I found many examples of their attacks, especially upon bindings, and one of the interesting discoveries was that the various dyes of coloring matter used in coloring the leathers were concerned. There were some books bound in certain colors, that had been on the shelves for long periods, untouched, while other books, bound in different colored bindings, were damaged the first night.

There is scarcely a state in the Union from which bookworm damage has not been recorded. I have received hundreds of ravaged books from almost every country in the world, and it was quite wonderful to note the many and various ways in which they had been damaged. Some looked like pieces of lace, strips of narrow ribbons; others had hundreds of small perforations, as tho made with a shotgun, or large excavations, often the size of a walnut in them, and again large portions were entirely eaten away. Bindings were perforated, pieces gnawed out, or badly discolored by the insects sucking the coloring matter. (Fig. 1.)

Nor does any one section, due to climatic conditions, seem to be exempt. In a dry region, it is true, that the insects that require a moist atmosphere are missing, but to compensate for this, the district is inhabited by a species which requires heat.

The little brown beetle, known to scientists as *Sitodrepa panicea* is generally called the bookworm. This little insect, which has been carried to all parts of the world by commerce, has also become cosmopolitan in its food habits, and has been given the common name of "the cigarette beetle" on account of the great damage it does to tobacco. It does damage books, often very seriously.

The beetles contain the largest number of species destroying books. They also attack the bindings. Both larva and adult assist in the work of destruction. The moths contribute a number of species, but in their case it is only the larva which eats the paper. Crickets and roaches (Fig. 3) are very destructive to bindings. The roaches will eat the leather bindings for the oils and fats contained in them, and suck out the dyes and pigments used in filling the cloth bindings.

If the name of bookworm is to be given to the insect causing the greatest amount of damage to books, the title should be given to the

FIG. 61.—*Sitodrepa panicea*: *a*, larva; *b*, pupa; *c*, beetle, dorsal view; *d*, lateral view—all much enlarged; *e*, antenna—more enlarged (author's illustration, reengraved).

(FIG. 3) BEETLES, ONE OF THE MOST DEADLY BOOK ENEMIES. THE BROWN BEETLE IS COMMONLY CALLED THE BOOK-WORM.

white ants, those pests not only of books, but of almost everything used by man. The white ants (Fig. 2) which by the way, are not true ants, are the arch-destroyers of books, and as all of their work is done under the surface, only making a small hole for entrance, great damage is often done before one is aware of their presence. In a single night they will easily chew a number of volumes into small fragments, and as they are found in almost all parts of the world, one never knows when his books are safe.

Silverfish are found among many collections of books and papers, and it is known that they will eat the coatings off of coated papers, and the film of photographs. The little book scorpions or book lice are known everywhere, as one can scarcely pick up a book, or take a paper out of a drawer without discovering one, that is, if you have a sharp eye, and are quick enough to spy him as he scampers away to hide. Mites, flies and the larva of butterflies have been accused of damaging books, but I believe that the proof is doubtful.

Over one hundred and forty-six species of insects are named as being destructive to books among the eight hundred articles upon the subject.

Praises American Ad Writers

SIR Charles Higham, whose book on "Scientific Distribution" was published by Knopf in 1918, is in this country as an official delegate to the convention of the Advertising Clubs of the World. American advertising, he believes, is leading the way of advertising all over the world. "We in England," he says, "are trying to follow in your path." The English mind, he believes, is not trained to use our exact form of advertising, but the psychology of the approach is the same. Flamboyant statements, exaggeration and humor, are quite out of place in English advertising.

Unless Sir Charles is misquoted in the papers, he seems surprised that the writers of our advertisements know how to use good English. To quote from the press interview of June 2nd: "I am increasingly surprised at the use of good English here in advertising. I have seen really beautiful English written in American advertisements."

Church Growth

THE success of Religious Book Week and the increasing attention that it helped to give to the place of the printed word in religion gives special importance to the figures now being printed on the country's increase in church membership. Walter Laidlaw, special agent for the Bureau of Census in Washington, is responsible for church figures that show that church membership has increased in greater proportion than the total population. The figures used, however, do not give the growth for 1921, but cover the decade from 1906 to 1916. During this period the church membership increased by 19.5%, and the nation's population by 17.1%. The totals shown are for 41,926,854 church members. Of these, 25,000,000 are Protestant, 15,000,000 Roman Catholic, and 1,000,000 Mormon, Jewish and Eastern Catholic.

(FIG. 4) THE SILVERFISH.

Making the Bookstore a Travel Bureau

Suggestions for Increasing Summer Business

WHEN it comes to selling books in summer, the alert, wide-awake bookman makes early plans, and figures out in advance how he can best attract vacation trade and anticipate the wants of the itinerant summer reader. One bookselling scheme that hasn't been overworked as yet and that is quite certain to bring results is that of playing up sectional literature. Advertising books that deal with a particular locality or district which finds favor in the eyes of the vacationist is bound to pull, since the people are always eager to read about the place where they've just been or to which they are planning to go.

Why not cater to this summer demand by advising the reading public, thru display cards and newspaper advertising, that your store is prepared to give such service, that your clerks are ready to make suggestions as to what book or books are helpful in getting acquainted with New England and New Englanders, and what works lead to a knowledge of the West and the South, of Canada, or any other spot of special interest to the seasonal tourist?

If this scheme of playing up sectional literature is carried out to its full possibiliies, increase in trade along two distinct channels will result. Both the avenues of approach and departure can be utilized by the bookseller, for, if clever, he will avail himself of the opportunity to push books about the home town and its surrounding country—these are always in demand by the tourist visitor to the city—and at the same time he will advertise those books of other localities which the vacationing public may desire to take along as helpful guides in their summer travels.

Fiction, reflecting the life and local color of a particular district, should, of course, find its place in such displays, along with all purely descriptive books of travel. Choice as to just what titles should be featured is largely dependent upon the judgment of the individual bookseller. He knows best what "goes" in his town and what books his customers are most apt to call for. As a help to him, however, in making up any sectional list of fiction books, we reprint from the "Gold Star List" of the Syracuse Public Library the following stories of places:

New England

Louisa M. Alcott
Little Women
Alice Brown
Country Road
Meadow-grass
Holman P. Day
Skipper and the Skipped
When Egypt Went Broke
Walter P. Eaton
Bird House Man
Idyl of Twin Fires
Dorothy Canfield
Brimming Cup
Mary E. Wilkins Freeman
Humble Romance
Pembroke
Robert Grant
Chippendales
Sarah P. McL. Greene
Cape Cod Folks
Vesty of the Basins
Nathaniel Hawthorne
House of the Seven Gables
Scarlet Letter
Twice Told Tales
Joseph Hergesheimer
Java Head
William Dean Howells
Rise of Silas Lapham
Sarah Orne Jewett
Country of the Pointed Firs
Joseph C. Lincoln
Galusha
Mary-'Gusta
Mr. Pratt
Raymond McFarland
Sons of the Sea (Maine)
John A Mitchell
Amos Judd
Rowland E. Robinson
Danvis Folks
Uncle 'Lisha's Shop
Harriet Beecher Stowe
Oldtown Folks

New York State and Pennsylvania

Irving Bacheller
Eben Holden
Light in the Clearing
Robert W. Chambers
Cardigan
Little Red Foot
Maid at Arms
James Fenimore Cooper
The Deerslayer
Last of the Mohicans
The Pathfinder
Margaret Deland
Old Chester Tales
Harold Frederic
The Deserter
In the Valley

Helen Martin
Tillie, a Mennonite Maid
S. Wier Mitchell
Hugh Wynne
Westways
Elsie Singmaster
Emmeline
Edward Westcott
David Harum

The South

James Lane Allen
Choir Invisible (Kentucky)
Flute and Violin (Kentucky)
Kentucky Cardinal (Kentucky)
John Bennett
Madam Margot (Charleston)
Mathilde Bilbro
Middle Pasture
Frances Hodgson Burnett
In Connection With the DeWilloughby Claim (Tennessee)
George W. Cable
Grandissimes (Louisiana)
Lovers of Louisiana (Louisiana)
Old Creole Days (Louisiana)
Charles Egbert Craddock
Prophet of the Great Smoky Mountains (Tennessee)
John Fox
Little Shepherd of Kingdom Come (Kentucky and Virginia)
Trail of the Lonesome Pine (Kentucky and Virginia)
Virginia
Life and Gabriella (Virginia)
A. C. Gordon
Ommirandy (Virginia)
Will. N. Harben
Redemption of Kenneth Galt (Georgia)
Second Choice (Georgia)
Corra M. Harris
Circuit Rider's Widow (Georgia)
Joel Chandler Harris
Nights with Uncle Remus (negro)
Henry Sydnor Harrison
Queed
Angela's Business
Emerson Hough
Way Out (Cumberland Mountains)
Mary Johnston
Hagar (Virginia)
Vaughn Kester
Prodigal Judge
Grace E. King
Pleasant Ways of St. Médard (Louisiana)
Sidney McCall
Truth Dexter
George Madden Martin
Children in the Mist (negro)
Eldred K. Means
E. K. Means (negro)
Thomas Nelson Page
In Ole Virginia
Red Rock (Virginia)
F. Hopkinson Smith
Colonel Carter of Cartersville
Kennedy Square (Maryland)
Raymond S. Spears
River Prophet (Mississippi R.)
Ruth McEnery Stuart
Carlotta's Intended (negro)
Golden Wedding
Owen Wister
Lady Baltimore (South Carolina)
Constance Woolson
East Angels (Georgia)

Middle West

Willa Cather
My Antonia
O Pioneers!
Richard Washburn Child
Bodbank
Winston Churchill
The Crisis
Samuel L. Clemens (Mark Twain)
Adventures of Huckleberry Finn
Adventures of Tom Sawyer
Pudd'nhead Wilson
Edward Eggleston
Hoosier Schoolmaster
Hamlin Garland
Main-travelled Roads
Edgar Watson Howe
Story of a Country Town
Margaret Lynn
Free Soil
Meredith Nicholson
Hoosier Chronicle
Otherwise Phyllis
Marjorie Pickthall
The Bridge
Booth Tarkington
Conquest of Canaan
Gentleman from Indiana
Maurice Thompson
Alice of Old Vincennes
Mary Watts
Nathan Burke

California and the Coast

Gertrude Atherton
Californians
Sisters-in-Law
Geraldine Bonner
Treasure and Trouble Therewith
Mary H. Foote
Valley Road
Bret Harte
Luck of Roaring Camp
Under the Red Woods
Wallace Irwin
Seed of the Sun

Peter B. Kyne
Kindred of the Dust
Jack London
Valley of the Moon
Juliet Wilbor Tompkins.
Doctor Ellen
Stewart Edward White
Gold
Gray Dawn
Honoré Willsie
Still Jim

West and Northwest

Rex Beach
Silver Horde
Mary H. Foote
Chosen Valley
Hamlin Garland
Captain of the Gray-horse Troop
Zane Grey
Riders of the Purple Sage
U. P. Trail
Emerson Hough
54-40 or Fight
Magnificent Adventure
Francis Lynde
Taming of Red Butte Western
Randall Parrish
Devil's Own
Herbert Quick
Vandemark's Folly
William MacLeod Raine
Oh, You Tex!
Eugene M. Rhodes
Stepsons of Light
Frank Spearman
Whispering Smith
Arthur Stringer
Prairie Mother
Prairie Wife
Robert A. Wason
Happy Hawkins
Honoré Willsie
Enchanted Canyon
Harry Leon Wilson
Ruggles of Red Gap
Owen Wister
Lin McLean
The Virginian

Alaska

Rex Beach
The Barrier
The Spoilers
Jack London
Call of the Wild
White Fang
William MacLeod Raine
Yukon Trail

To this list a group of Canadian stories might well be added. For example, we suggest such titles as William Kirby's "The Golden Dog," Gilbert Parker's "Seats of the Mighty," "The Right of Way," William Dean Howells' "Their Wedding Journey," Norman Duncan's "The Way of the Sea," Stewart Edward White's "Forest" and "The Call of the North," and that most recent Canadian novel "Maria Chapdelaine" by Louis Hémon, and the books of C. D. G. Roberts, Ralph Connor, James Oliver Curwood. Other books will readily come to mind, and the live bookman of 1922 will be quick to adapt the list to meet the demands of his business.

The Florence Book Fair

IN the London *Times* recently there appeared these interesting paragraphs describing the book fair at Florence:

"Florence was in her gayest mood for the opening of the International Book Fair, which took place on Sunday morning, May 7th, 1922. The inauguration ceremony was held in the grand old Hall of the Five Hundred, in the Palazzo Vecchio. This hall lends itself wonderfully to such ceremonies; the great frescoes of Vasari, the groups of sculpture, to which has recently been added the Victory of Michael Angelo, and the great dais with its crimson and gold chairs for the dignitaries form a setting which has few equals.

"The Duke of Genoa, uncle of the King, performed the opening ceremony. A quaint touch was added to the proceedings by the presence of the ten trumpeters of the Municipality, in their scarlet and white fourteenth-century costumes. It is to be regretted that there was no one to speak in the British interest.

"The Book Fair is the first exhibition of its kind since 1914, when the Book Fair was held at Leipzig, where it had been an institution for centuries. The most important part of the exhibition is housed in what were once when Florence was the capital of Italy, the Grand Ducal stables, which have been charmingly decorated by a Florentine artist, Signor Giovanozzi. The building stands in a park at the end of the Boboli Gardens, now lovely in their fresh summer dress.

"The British exhibits in this building, tho choice, are limited, and it is to be regretted that some other countries make a better show than Great Britain. The English books have been got together by Mr. Spender, the president of the British Institute at Florence, who has done much to induce English publishers to send the best examples of their workmanship.

"The exhibition will be open from now until the end of July."

From Herbert Jenkins Ltd.

Summer Window Displays

Reprinted from the *Year-Round Bookselling News*

SUMMER sales will bring a rich harvest to the dealer who uses his imagination and a little extra energy. Frequent changes of window display, unique newspaper advertisements, parcel post delivery to customers at summer addresses, attractive circular announcements sent to customers going on vacations or at their vacation addresses, lists of books for children's vacation reading—these extra efforts will be well repaid.

A few suggestions for summer windows:

1. *Travel* folders, with time tables borrowed from local railroad and steamship companies, displayed with books on travel, mountains, lakes, woods, sea-shore, nature essays and poetry. All books that give the impulse "Go—The World Awaits!" The railroad and steamship companies whose folders you display will reciprocate by exhibiting your summer poster "Take Along a Book." Send for extra copies.

2. *Summer sports* outfits, with books on outdoor sports. Borrow fishing tackle from an outfitting store, or tennis racquets, or golf sticks; surround them with books on hiking, camping, fishing, swimming, golf, yachting, motor boats, tennis, baseball, etc. Get the sporting goods stores to show your "Take Along a Book" poster also.

3. A window that suggests *leisure* will help you sell recreational reading—fiction, short stories, poetry—and heavier books of history, science or biography that men and women have been too busy to read during the winter. A porch swing with inviting cushions and a couple of books; a canoe (if your window is big enough); photographs, sketches and cut-outs from magazines and magazine covers showing inviting summer scenes will help sell books to "take along."

4. *"Books for the Week-End."* Feature this two or three times during the summer with window displays and newspaper advertisements. A traveling bag half-packed, half-open, is a good center for "books for the week-end." Books of convenient size, easily carried, not too heavy, are most appropriate for this. *Get the leather stores* to use your silhouette poster in their windows during the weeks when you are not using it. Borrow week-end bags from them as a reciprocal *favor*.

5. *Children's books* for vacation reading should be featured two or three times in June, July and August. The window should be as attractive as at any time during the year. Lists should be distributed in the store, and mailed to customers. Co-operate with children's librarian at the public library in preparing these. Write to the American Library Association, 78 E. Washington Street, Chicago, Ill., for samples of vacation reading lists. A letter should be sent to school principals before the close of school. Get in touch with local directors of boys' and girls' camps. Every camp should have a library. Use the page reprinted from July *Boys' Life* pasted on your window glass.

6. Books as *gifts to vacationists* are most appropriate. Some bookstores make up "Bon Voyage" boxes to be delivered at steamer or train. A customer can leave the selection to the bookstores if he wishes. One bookseller featured wrapped boxes of books in his window, the parcels marked "Not to Be Opened Until Your Vacation."

7. The practical books — the *guides*. Flowers, birds, trees, mushrooms, butterflies, shells, snakes, fishes, stars, minerals: the books on nature make a fascinating window, especially if many of them are displayed *open*. Use glass weights to keep them open and visible (May be bought from Gaylord Brothers, Syracuse, N. Y. Write for prices.)

8. Books on *summer entertaining* are very useful and are not very well known. Books on salads and sandwiches, summer drinks, porch games, camp cooking, group games; books on amateur theatricals and on story-telling are practical summer aids to hostesses.

9. *Automobile handbooks*, guides, books on repair, maps of all kinds make another practical window.

The German Book-Trade Crisis*

THE Germans, whose economic situation is often represented to us as very flourishing, are nevertheless suffering from a financial disorder and instability which has perhaps, in certain cases, called forth this apparent prosperity but which is really begetting serious complications and a dangerous uneasiness; the book-trade papers give us numerous examples of it.

It has been enough for some months to glance over the pages of the *Bôrsenblatt* to understand that a crisis, growing ever more acute, has come upon the German book industry. There have just been some important articles published showing the serious extent of this and setting forth its consequences. Pressed by necessity, encouraged by the experience of the Christmas sales, publishers and booksellers have to keep raising their prices; whole columns of the *Bôrsenblatt* contain nothing but announcements of increases in prices and yet everyone admits that the book is "still too cheap." The causes are known; as they are of a general order, everybody admits that there are practically no means of remedying them, but the point where opinions differ is on the subject of the respective rights of the bookseller and the publisher as regards the increased expenses.

"Since the beginning of the year," says Mr. Weitbrecht, of Stuttgart, "net costs have gone up in such proportions as we would not have believed possible in January; to mention paper, —what was worth 6 marks last fall is now worth 24 marks. A simple half-cloth binding has gone from 2 marks to 10 marks, 70; printing has increased tenfold; today one pays for a 16 page octavo signature, on a printing of 5000, 677 marks instead of 27 marks which was the pre-war price." Besides, the general expenses of the retailer are increasing in the same proportions; the discounts which formerly permitted him to live very comfortably from the book business alone, without a side line of stationery for instance, are no longer sufficient; they are applied, nevertheless, to higher list prices and, if all proportions were kept, ought to satisfy him, but the increase in price is too rapid; a discount which is normal at the time when the publisher buys his paper or sends it to press is no longer so when the work comes to the bookseller; two months later, it is flatly insufficient. To increase the discount without increasing the price of the volume is not to be thought of, certain publishers have tended rather to lower it. "We have fought for the differences of discount of 5% or 10% as if our safety depended on it," says the *Bôrsenblatt* of April 15. The publisher refuses naturally to increase the published price of the work for the sake of allowing a higher discount. Nevertheless he is obliged to come to it.

There is thus a constant conflict between these two, the bookseller, on the one hand, who pays his employees more every day, sees new taxes added to old ones and expenses rising with a dizzying rapidity, and, on the other, the publisher who after he has once established his rate of discount and paid his printer, tries to check the increase of the list price so as not to hurt the sale. This conflict is aggravated by the fact that the bookseller, forseeing a certain increase, buys more than he can pay for, the publisher finds himself in his turn pressed for money and there results constant friction, lack of confidence and a confusion that increases from day to day.

The remedies that are proposed for this cannot prevent the crisis and do not pretend to. As it is general, it is generally accepted. Labor laws, such as the eight-hour law, strictly applied, are not held accountable; all that is attempted is to find the most comfortable way of drifting with the current and avoiding bumps. The publisher must understand the bookseller's predicament and accept regular increases in the list price. He might be able to fix a minimum price and announce each month what rate of increase he would allow; a more ingenious scheme would be to fix the price of the book in gold marks, and have an index established by the "Syndicat des Editeurs" to indicate the corresponding value in paper marks, following the fluctuations in the cost of living and the purchasing power of silver.

It is well understood that all these measures are practicable only so far as confidence returns. The attitude of the two parties does not always offer much chance for hope. A conference at which both sides were represented has just been held at Leipzig; the following resolution was passed after tiresome discussion: "Booksellers, in so far as they have not agreed to contrary conditions, may increase the list prices; they shall organize as a group to determine in common the amount of these increases." But "publishers shall not be bound to observe these increases in their direct sales; at the most they shall charge express and packing expenses to the account of their client." Reservations of this sort cause some of the energetic spirits to declare themselves in favor of more radical measures.

This is the salient point of the crisis; it is perhaps not the most serious one. We will confine ourselves to quoting a few figures from

*Translated from *Bulletin de la Maison du Livre Français*, Paris.

a series of articles by Mr. Stoll (*Bôrsenblatt*, no. 91, 92, and following). A publisher saw in 1914, the possibility of making an edition of 1000 of a scientific work whose price he fixed at 20 marks (14 net). He advanced 6000 marks for that purpose and counted in another 2000 marks for his general expenses. The sale of 800 copies brought him in 11,200 marks (call it 11,000), of which he got 3000 marks profit. Out of that he had 1500 marks for his current salary and 1500 marks put back in the business, that is a quarter of the sum advanced, and 200 copies in stock.

Let us suppose now that this work, printed before the war did not sell immediately; with the aid of the depreciated mark, it finally sold entirely in spite of an increase of 400%. We suppose that the general expenses were no more than tripled, and we arrive at the following figures:

Printing 6000; expenses 6000; total 12,000.

Receipts 60,000; profit 48,000.

Out of that our man has to take 12,000 for his current salary, and has left 36,000 marks which he adds to his capital bringing it up to 42,000 marks. This profit is more apparent than real, says Mr. Stoll as "the increase of prices is such that a reprint or the publication of a work of the same value would cost actually 125,000 marks. There is therefore in reality an economic loss of two-thirds."

Austrian American Copyright Reciprocity—

ON May 29, copyright protection was extended to the citizens of Austria by proclamation made by President Harding thru Secretary Hughes. Similar copyright protection to that provided by the American copyright act of 1909 had already been extended to the works of American citizens by Austria. President Harding's proclamation read, in part:

"That the provisions specified in the act of December 18, 1919, now exist and are fulfilled in respect to the citizens of Austria, and that Austrian citizens are entitled to all benefits of the said copyright act, approved December 18, 1919, subject to the exception specified in the aforesaid proclamation of April 9, 1910;

"Provided that the enjoyment by any work to which the provisions of this proclamation relate of the rights and benefits conferred by the copyright act approved December 18, 1919, shall be conditional upon compliance with the formalities prescribed with respect to such works by the copyright laws of the United States, and shall commence from and after compliance with those requirements, constituting registration for copyright in the United States.

"Nothing in this proclamation shall be construed to abrogate or limit any rights and benefits conferred under the reciprocal arrangements with Austria providing for the copyright protection heretofore proclaimed."

'Twas Ever Thus

The { Editor / Farmer } a not very interesting task. had toiled hard, all day, over

He had { read rotten fiction / dug in the dirt } till he was very tired. Rushing home, he changed his { clean / dirty } clothes for { dirty / clean } ones, and had a delightful, restful hour { digging in the dirt. / reading rotten fiction. } —*Life*.

The Age of Reason

"Why don't you like this animal alphabet Aunt Abbie sent you?"

Ralph Waldo Higginwate: It does not interest me, mamma—it takes no cognizance whatever of the theory of evolution.—*Life*.

Record of American Book Production April, 1922*

Classification	New Publications: New Books	New Publications: New Editions	New Publications: Pamphlets	By Origin: American Authors	By Origin: English and other Foreign Authors: American Manufacture	By Origin: English and other Foreign Authors: Imported	By Origin: English and other Foreign Authors: Total
Philosophy	20	—	34	49	1	4	54
Religion	51	1	12	54	1	9	64
Sociology	38	2	23	54	—	9	63
Law	5	—	1	5	—	1	6
Education	5	—	19	22	—	2	24
Philology	8	2	1	9	1	1	11
Science	26	2	12	32	1	7	40
Technical Books	25	5	6	27	—	9	36
Medicine	21	3	4	21	—	7	28
Agriculture	8	2	10	13	—	7	20
Domestic Economy	2	—	4	6	—	—	6
Business	18	2	2	18	—	4	22
Fine Arts	6	—	6	11	—	1	12
Music	2	—	2	4	—	—	4
Games, Amusements	5	—	5	9	—	1	10
General Literature	30	1	8	29	3	7	39
Poetry, Drama	30	3	4	26	5	6	37
Fiction	104	16	1	92	23	6	121
Juveniles	25	1	1	26	1	—	27
History	28	2	7	25	—	12	37
Geography, Travel	18	1	6	13	1	11	25
Biog., Genealogy	30	—	4	20	1	13	34
Miscellaneous	4	—	1	3	—	2	5
Total	509	43	173	568	38	119	725

In April, 1921, 510 new books, 80 new editions, and 178 pamphlets, a total of 768, were recorded.

The Earliest Book Fairs

WHILE in this country the possibilities of Book Fairs are being discussed and experiments beginning to be made, in Europe the Book Fair is a time-honored institution, dating back to antiquity. Last year there was reopened in Germany the old Frankfort book fair which had not been held since the middle of the eighteenth century, but previous to that it had a yearly celebration from the year 1462. The story of it had been written up in connection with the reopening of the fair, in a volume entitled "Zur Geschichteder Frankfurter Büchermesse" and the London *Times* prints the following from its contents:

"The story is an extremely interesting one, for it takes us back to the very beginning of the traffic in printed books and introduces us again to all kinds of famous men; scholars, printers and publishers crowding to the neighborhood of the Buchgasse twice a year in Lent and October from every corner of Europe.

"Booksellers of all nationalities began to meet there to barter, to collect their debts, to arrange for fresh credits, to sound the requirements of the reading public, and later to quarrel bitterly over returns and imperfect copies. Scholars assembled to inform themselves as to the trend of literary thought and expression, while burghers, citizens, and peasants flocked there to buy the picture-books of the day, the chronicles and histories, gladly paying five Reichstahaler for Münster's 'Cosmographia' and carrying it home presumably on a cart brought specially for the purpose, since not even the pockets of Doctor Johnson's famous traveling coat could have sheltered such a monumental tome.

"Among the many notable printers and publishers (to take the sixteenth century alone) who appear in Dr. Dietz's pages under the head of Foreigners we find John Norton and John Bill buying books for Sir Thomas Bodley, Henri Estienne making notes for his work on the fair. Amerbach and Froben from Basel, the latter hastening his end by his determination to make the journey in 1526; Giles Elzevier from Leyden; Christopher Plantin from Antwerp; and many others. Plantin and his stepson Moretus have left us some interesting details concerning their journeys to and from Frankfort. They traveled to the Lent Fair of 1566, Plantin as far as Cologne by wagon, presumably with the stock, and Moretus on foot. At Cologne they met and proceeded by boat up the Rhine, and thus to Frankfort. On this occasion the travelers returned in safety which was by no means always the case, for their assistant making the same journey two years later was robbed and captured by soldiers.

"Dr. Dietz gives some interesting particulars of literary piracy—a sin which is almost as old as the art of printing itself. In the early days of the Reformation Luther's works drew all eyes to Wittenberg, and hardly had his translation of the Bible appeared there in 1534 when Egenolff, of Frankfort, pirated it with woodcuts by Beham, while Feyerabend, another printer whose Bibles soon began to compete with those of Wittenberg, was the subject of a special broadsheet which was cried after him in the Leipzig market and in the streets and byways.

"In 1620 the Frankfort Book Fair was still at its height. Then came the Thirty Years' War and other troubles, and between 1680 and 1690 it began to collapse. The foreigners ceased to frequent it and went to Leipzig. The big firms commenced to fail, and by 1719 it was reported that the Frankfort bookshops were little better than drinking-dens. The last catalog appeared after 186 years at the Easter Fair in 1750. Fourteen years later a notable book-dealer traveling to Frankfort for the last time writes: 'At the last fair I and other strangers took leave of Frankfort, and the book fairs so to speak, lie buried.' "

The P. E. F.

"THE P. E. F. is in full cry. And not crying in a wilderness either," says George Palmer Putnam in the New York *Herald*. "And what is the P. E. F.? The Publishers Expeditionary Force, of course. It's the antithesis, professionally and nationally, of the B. O. L., as the British Overseas Lecturers are styled—a powerful body, that.

"I refer, without intended disrespect, to the annual egress of American publishers to London, there to seek whom they may secure. Certainly without disrespect, for I myself am, in a modest way, a member of the itinerant organization. Entitled to a P. E. F. service stripe, too, being only recently returned from foreign campaigning in the happily unprohibited capital of that Empire upon whose authors the sun never sets, tho their royalties often rise.

"Just now it is the open season for both the P. E. F. and the B. O. L. While many of our most sportsmanlike publishers are in London pursuing nimble authors from club to club—with alluring discourse anent advance payments and the like, I do believe the trade balance, as the economists say, is against us. Internationally speaking, we are outnumbered. For almost without doubt the host of 'British Overseas Lecturers' on the receiving line here in America exceeds the quota of our foreign contingent."

English Book-Trade News

(From Our London Correspondent)

C. S. EVANS, of Heinemann's, delivered recently a very able and pertinent address in connection with the series of lectures arranged by the Society of Bookmen on the vital question "Are Book Prices Too Cheap?" It seems at the outset, he said, a simple question with the answer, "no." We ourselves feel that books are published at too cheap a price. But the book buying public in Great Britain has, by use, come to expect books to be sold at an absurdly low price, and it is time they learned that what is worth having is worth paying for. Even with the evidence of cost of production, which Mr. Evans placed so clearly before his critical audience, books are published at prices far and away too low. Our lecturer, whose experience is wide and long, said that it might fairly be asked "Can a book ever be too cheap?" And our reply is, decidedly in the affirmative. Let someone secure something for nothing without *earning* it, in other words, at so cheap a rate that it has no value, and the possession will lose a large portion of its importance. Why the great things in old and new literature should be distributed like tracts—and the public seems to expect it!—is beyond our comprehension. The price paid for the few years preceding the war, at least for the novel, was 6s. And now all that is paid is 1s. 6d. more. This, too, in spite of the fact that the cost of production today is very much higher than it used to be. He went on to say, "Composition is three times as much as it was before the war; paper, tho less than it has been, is still twice as costly as before the war; while the cost of blocks, of advertising, of salaries, of light, of rent, and other overhead charges were two or three times higher than it used to be." Then, we would add, binding is about twice as high, and we have held and still hold that published prices of books are too low. It is all a matter of education, and wise propaganda. We feel that the book was priced too low before the war, to use the much worn phrase, and in comparison with what it costs to make a book today, to run an English bookstore or a publishing house, it is even cheaper today. Our estimate is that books cost anything up to 300% more than they did in the dear old quiet days anterior to August 4, 1914. Yet the 6s. novel is, nowadays, published at, on the average 7s. 6d., or exactly 25% *higher*. The particular phrase in Mr. Evans's most helpful address which we like best is "If books were cheaper, more might be sold, *but if the prices were higher the standard might be higher.*" To expect to get a 6s. pre-war novel at 6s. when the production costs were two or three hundred per cent higher is impossible. It is time to let the publisher and bookseller live.

Booklovers in London, says a well-known writer in the London *Weekly Dispatch*, will welcome the formation of the First Edition Club, with offices and rooms at 17 Pall Mall East. To those who are indifferent to the individuality of a book this club will naturally have no appeal, but for those whose liking for literature includes an appreciation of what the book itself can mean this club stands for a great deal.

An interesting proposal by the organizers is to secure for members first editions which are actually fully subscribed by the trade before publication and then issued at a booksellers' premium. The collected works of Conrad offer a case in illustration.

An index of communications from members will be kept at the club rooms.

To collectors of Conrad who read these columns I may say that a first edition of his "Tales of Unrest" is available; and to those who are seeking a Valima edition of Stevenson's works copies are now finding their way into the booksellers', and the prices are not exorbitantly high.

The Club has excellent premises and ought to be very successful. There are some very interesting stories to be told about "Buying Books for a Rise," and we heard of one man the other day who makes a good thing out of his financing business and who adds to his income by buying and selling first editions and clearing several hundred a year out of it. Probably an exaggeration, but a lot of people are trying to do it, only it is an art, and unless you can spot the Masefields and the Conrads and the Beerbohms of the future, it had better be left alone. Incidentally we might mention here a new collector's book by Michael Sadleir, the author of the clever novel "Privilege." Mr. Sadleir is a great expert on the Victorian period and has probably the finest collection of Victorian novelists of any collector in London. He has just published thru Messrs. Chaundy and Co. "Excursions in Victorian Bibliography." It is published in a limited edition of a thousand opies, and there will be no American edition. It was issued at 21s. net, and there is a rush for it by collectors. It will soon be at a premium. There is also just out a very beautiful, signed, limited edition of Lord Dunsany's fine new romance of the golden age of Spain entitled "The Chroni-

cles of Rodrigues." It is being issued at 3s. 3d., and no Dunsany enthusiast will be content to live long before possessing it.

Joseph Anthony's "The Gang" is doing well in England. He is being "gossiped" about in the press. Here is one paragraph: "The author of 'The Gang,' a searching and humorous first-hand study of life among the 'hoodlums' or youngsters of the New York pavements, just issued by Mr. Cape, is Mr. Joseph Anthony, to whom the *Century Magazine* has lately confided its interests here in London. He has many qualifications for both parts, but particularly for knowing about the knock-about life of New York."

Here are lists of best sellers—six fiction, six non-fiction:

FICTION

If Winter Comes. A. S. M. Hutchinson.
Mr. Prohack. Arnold Bennett.
Way of Revelation. Wilfrid Ewart.
Search. Margaret R. Larminie.
The Red House Mystery. A. A. Milne.
The Prisoner of Hartling. J. D. Beresford.

NON-FICTION

Painted Windows. Anonymous.
Waiting for Daylight. H. M. Tomlinson.
An Outline of Wells. Sidney Dark.
The Puppet-Show of Memory. Maurice Baring.
The Prime Ministers of Britain. Hon. Clive Bigham.
The Shepherd and Other Poems. Edmund Blunden.

Five Little Bookshops

Five little booksellers
  Each kept a store,
One cut prices,
  Then there were four.

Four little booksellers,
  Feeling sad but free,
One wouldn't advertise,
  Then there were three.

Three little booksellers,
One felt pretty blue,
Failed to dress his window—
  That left but two.

Two little booksellers,
  All their rivals gone!
One forgot his overhead,
  That left only one.

One little bookseller
  Decided he could get
Some lessons from experience,
  So he is growing yet!

Paraphrased with acknowledgments to the *National Stationery Association News.*

Vienna Pirating French Books

THE Paris paper *La Renaissance* prints an article stating that French books, copyrighted under the Berne Convention are being pirated in Vienna by a firm named Manz. This firm is reprinting books by such writers as Flaubert, Gautier, Hugo and others. Some of these books bear the statement, "The importation of this volume is forbidden in France and in the French Colony." Still others show no restrictions. The Syndicat des Editeurs, Paris, is protesting vigorously and is prepared to protect booksellers where these books appear.

Use of Window Display Material

THE modern art of preparing display material for windows has provided many effective selling campaigns in the book-trade, and with the development of this type of advertising there is always the question of its very considerable expense. Booksellers have sometimes too lightly accepted such displays and used them or not as conditions developed, and publishers have sometimes felt that too heavy a percentage of the material shipped failed to be put into effective use. In order to ascertain certain points about display and the attitude of retailers toward this material, and in order that publishers might prepare and send out displays in the form desired by the greatest number of users, one of the large manufacturers of displays, the Michael Gross Company, sent a questionnaire to booksellers on the subject and has tabulated replies received from 509 firms. The replies were as follows:

80% preferred cardboard to paper display material.

75% preferred small units of display (size not exceeding 22 x 28). 2% used nothing but counter cards 6% liked large displays if of a very popular author. 13% like large displays to suit large winows.

43% preferred to have the displays shipped with the books, claiming that they were much more sure of being used. 39% preferred separate shipment, claiming that they thus arrive in better condition.

76% had no objection to the price of the books appearing on the display.

63% stated that they preferred that the publisher's name should not appear. 15% said it made no difference. 12% preferred to have the publisher's name on. 10% could see no reason for its appearing.

90% reported that material sent was being used. 4% never used it (mostly department stores.) 2% used counter cards only—a few preferred to make their own.

Current Clippings

A Week's Gleanings of Book-Trade News

How does an author choose a title for his novel? It isn't easy, according to Cosmo Hamilton, who waited months before finding just the right name for his latest success. "What I wanted," he said, "was a phrase which would sum up woman, some word which would express the essence of femininity, something that would symbolize to a man all the attributes of the other sex. Then one evening, walking up Fifth Avenue, my eye caught the sheen of color in Mallinson's window. Instantly the phrase came, coining itself—"The Rustle of Silk."

BRENTANO'S DISPLAY OF COSMO HAMILTON'S "THE RUSTLE OF SILK" AGAINST AN APPROPRIATE AND SHIMMERING BACKGROUND.

There are indications that a revival of historical romances has begun. Donn Byrne's exquisite "Messer Marco Polo" is one straw that shows the way the wind blows, and Edgar Lee Masters's new novel, "Children of the Market Place," a study of Douglas, is another.

The pressure of war costs affected no class of books more drastically than the many series that had been in the market of little classics bound in flexible leather. The leather became not only impossibly high but was very difficult to obtain in any uniform shades in any country. The bookseller and public have missed these series, and changed conditions in the leather market will now bring about the appearance of the little classics in the bookstores. A new publishing firm has just entered this field, The Williams-Barker Company, of 81 Prospect Street, Brooklyn. This firm has been in the stationery field, and, being equipped for large edition work in flexible leather, has turned this faciiity to book production. It has put out a 50c series that now runs to 28 volumes entitled *The Gold Medal Library,* bound in genuine leather with gold stamping. The series contains many familiar titles such as "The Rubáiyát" and "The Greatest Thing in the World," and also such great American documents as the Constitution of the United States and the Declaration of Independence.

James Milne, writing in the London *Graphic,* says that after A. S. M. Hutchinson's "If Winter Comes," which is incontestably the best seller in England, the three novels most in demand are Ernest Raymond's "Tell England," "The Way of Revelation," by Wilfrid Ewart, and "The Love Story of Aliette Brunton" by Gilbert Frankau. Arnold Bennett's "Mr. Prohack" is easily the best seller among May publications. Another notable success is A. A. Milne's "The Red House Mystery." All but one of these novels has been published in America.

English Critics have recently awarded high tribute to the work of an American author, to wit: Frederick Chamberlain's "Private Character of Queen Elizabeth." The London Sunday *Times* awards it first place with Strachey's "Queen Victoria," among the really noticeable books of historical biography published during the past year. The *Fortnightly Review* in its consideration of the literature of 1921 awards Mr. Chamberlain's book third place among the biographies, only Lady Cecil's "Life of Lord Salisbury" and Strachey's "Queen Victoria" being given precedence.

The Bible is always a rich source of effective titles. Recent cases in point are Margaret Deland's "The Vehement Flame" taken from the *Song of Solomon,* "Love is strong as death; jealousy is cruel as the grave: the coals thereof are coals of fire which hath a most vehement flame"; A. S. M. Hutchinson's novel to be published in the fall, "This Freedom," draws its title from the *Book of Acts,* from one of Paul's dramatic conversations, "Then the chief captain came, and said unto him, tell me, art thou a Roman? He said, Yea. And the chief captain answered, with a great sum obtained I this freedom. And Paul said, But I was free born.

THE HADDON PRESS, NEW PRINTING PLANT OF HARPER & BROTHERS.

Harper & Brothers' New Press

HARPER & BROTHERS, the publishers, who recently announced that they would move from the quarters which they have owned and occupied for more than one hundred years in Franklin Square, have installed their mechanical department in the building just completed for them at Federal and 19th Streets, Camden, New Jersey. The July issue of *Harper's Magazine* is in process of printing, there, now.

The new printing plant, which will be known as The Haddon Press will also do composition, press work and binding for other publishers.

The Camden plant occupies at present, a plot, 90 x 420. An adjoining building of the same size is contemplated. The plot has its own railroad siding, and it is expected that a substation of the United States Post Office will be located in the building, which is a modern one in every particular, entirely inclosed in glass so that the use of artificial lighting is unnecessary.

Various sites are now being considered for a new Harper Building which will house the executive offices and editorial departments.

Change of Publisher

"THE Way of Revelation" by Wilfrid Ewart, which has been reported several times this spring as among the best sellers in England, was published and copyrighted on May 12th by D. Appleton & Company from type set in this country. Putnam's had previoulsy imported English sheets but had not undertaken to reprint on this side, and the author made arrangements with Appleton. The printing of the book had to be rushed thru rapidly, in order to complete its manufacture within the prescribed four months from date of publication. In the Summer Reading number of the PUBLISHERS' WEEKLY, the name of the publisher was incorrectly given.

Publicity Development

A CONCRETE testimony of the new appreciation of the importance of publicity is shown in the plan for a series of five lectures on "Writing Library News" which will be given at Detroit during the American Library Association conference, if sufficient demand develops. Professor Willard G. Bleyer, author of well-known books on journalism, and director of a course in journalism at the University of Wisconsin, has been asked to give the series, the fee to be $2. It is also interesting to note that there is a movement at Harvard to have a professor of publicity, to give this subject a place in the college curriculum.

The Publisher

Bless all the Stars that ever were
That I am not a Publisher
Who groans beneath the Midnight Taper
Computing Costs of Ink and Paper!
A sorry Lot is his, indeed,
Imprinting Books he scorns to read—
Pedantic Essays, gloomy Novels
That feature horrid Slums and Hovels,
Alleged Poetics raw and rough,
And awful Pollyanna Stuff.
With Stacks of Volumes, vital, gripping,
Idyllic, virile, simply ripping,
Produce he must, tho Critics jeer,
At least Three Classics every Year.
And then—and Nothing makes him wrother,—
He has to pay the lazy Author,
Who never really earned his Rent,
A Royalty of Ten Per Cent!

A. G., in *Life's* Bookstuff Number.

Optional Reading

ENGLISH PROFESSOR: Jones, why are you not prepared?

JONES: I am prepared; you said, "Read 'Twelfth Night or What You Will,'" so I read "The Beautiful and Damned."

—*Princeton Tiger.*

Obituary Notes

MARION HARLAND

MARION HARLAND, Mrs. Mary Virginia Terhune, died at her home in N. Y. C., June 4th. She was born in Amelia County, Virginia, December 21st, 1831. She was the daughter of Samuel Pierce Hawes. At the age of fourteen she contributed an anonymous article to a Richmond newspaper. Two years later a sketch by her was published in *Godey's. Ladies' Magazine* and was reprinted in England and France. Her first novel, "Alone," was published in 1854 and was a decided success. In 1856 she married the Rev. Edward Payson Terhune. She was editor of a number of periodical and magazine departments, *Babyhood, Wide Awake, St. Nicholas, Homemaker.* She wrote a number of novels, but she was probably best known thru her works on domestic science. The first of these, "Common Sense in the Household," published in 1872, was the first really practical and well-written work of its kind and sold 100,000 copies in ten years.

Mrs. Terhune was the mother of Christine Terhune Herrick, with whom she collaborated in "The National Cook Book"; Virginia Terhune Vandewater, with whom she collaborated in "Everyday Etiquette," and Albert Payson Terhune, the well-known writer, with whom she collaborated in "Dr. Dale," a novel, all of whom survive her. Her husband died in 1907.

Among her most characteristic books were: "Alone"; "Common Sense in the Household"; "National Cook Book"; "Old Field School Girl"; "Sunnybank"; "From My Youth Up"; "Some Colonial Homesteads"; "More Colonial Homesteads"; 1899; "Where Ghosts Walk"; "Literary Hearthstones"; "Marion Harland's Complete Cook Book"; "Where Ghosts Walk"; 2nd series, 1910; "Marion Harland's Autobiography," 1911; "Prepared Am. Edition of Reader's Handbook"; "Everyday Etiquette"; "A Long Lane—A Chronicle of Old New Jersey"; "The Carringtons of High Hill, An Old Virginia Chronicle."

GEORGE HOHENSTEIN

GEORGE HOHENSTEIN, of Barnes and Noble, New York, died of pneumonia, on May 24th. He entered the service of Hinds & Noble as an errand boy and remained with that house, and its successors, until death ended a connection of over thirty years, a record alike creditable to employee and employer. In a changing period like the present it is a noteworthy distinction to render faithful service to one house during one's entire career.

ALEXANDER McCONNELL

ALEXANDER MCCONNELL, manager for many years of the Chicago House of the Fleming H. Revell Company, died at the Evanston Hospital on June 1st. In the trade he was widely known, highly esteemed and warmly appreciated for his real worth. He had reached the ripe age of seventy-five and had been associated with the Revell house for nearly thirty-five years, prior to which he had been the representative of the American Tract Society in Chicago.

Mr. McConnell leaves five children, the elder daughter being the wife of George H. Doran, the well-known publisher. A wide circle will mourn Mr. McConnell's passing,—none more than those most closely associated with him in business, and in whose lives he had become a personal influence and factor. His was a life of service, of devotion and of Christian optimism.

Business Notes

NEW YORK CITY.—Thru a friendly agreement between Lemcke and Buechner and the Columbia University Press, the contract for conducting the Columbia University Press Book Store has been discontinued. It will hereafter be conducted by the Press under the management of Alfred Hartog.

NEW YORK CITY.—Samuel Dauber has removed from 1351 Prospect Ave., to 83 Fourth Ave., in "Bookseller Row."

SARANAC LAKE, N. Y.—The publishers of the "Trotty Veck Messengers" have started a mail order book department. Charles Swasey Barnet is manager.

SPRINGFIELD, MASS.—The business of H. R. Johnson has been incorporated as Johnson's Book Store, Inc.

ST. PAUL, MINN.—St. Paul Book Exchange is reported in voluntary bankruptcy.

WACO, TEXAS.—A. F. Von Blon, 413 Franklin Ave., suffered thru smoke loss in a fire in an adjoining store, but has been taken care of by insurance and is again ready for business.

BROOKLYN, N. Y.—A new branch of the Womrath Library, the first to be opened in Brooklyn, will be opened at 906 Flatbush Ave.

NEW YORK CITY—Nicholas L. Brown, Publisher, now at 123 Lexington Ave., has leased new and larger offices at 15 West 37th Street, where he will be located on or about July 1st.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tf. (32mo: 12½ cm.); Ff. (48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.

Alexander, Georgia

The Alexander-Dewey arithmetic; bk. 1; ed. by John Dewey. 13+112 p. il. tabs. diagrs. D [c. '21] N. Y., Longmans, Green 56 c.

The Alexander-Dewey arithmetic; bk. 2; ed. by John Dewey. 113—224+13 p. il. tabs. diagrs. D [c. '21] N. Y., Longmans, Green 56 c.

The Alexander-Dewey arithmetic; bk. 3; ed. by John Dewey. 15+128 p. il. tabs. diagrs. D [c. '21] N. Y., Longmans, Green 60 c.

The Alexander-Dewey arithmetic; bk. 4; ed. by John Dewey. 129—256+15 p. il. tabs. diagrs. D [c. '21] N. Y., Longmans, Green 60 c.

The Alexander-Dewey arithmetic; bk. 5; ed. by John Dewey. 16+128 p. il. tabs. diagrs. D [c. '21] N. Y., Longmans, Green 60 c.

The Alexander-Dewey arithmetic; bk. 6; ed. by John Dewey. 129—288+16 p. il. tabs. diagrs. maps D [c. '21] N. Y., Longmans, Green 64 c.

Anderson, J. Grant

Sex life and home problems. 214 p. front. (por.) D [c. '21] Anderson, Ind., Gospel Trumpet Co. 75 c.

Barker, Granville, i. e. Harley Granville

The exemplary theatre. 16+270 p. O c. Bost., Little, Brown $2

Contents: The author's prejudices, and others; The educational basis; The plan of the theatre as school; The theatre as playhouse; The production of a play; Some current difficulties.

Barnes, Bp. Arthur Stapylton

Bishop Barlow and Anglican orders; a study of the original documents. 18+194 p. (bibl.) O '22 N. Y., Longmans, Green $4

Beecham, John Charles

The yellow spider. 8+301 p. D (Popular copyrights) [c. '20] [N. Y., Grosset & Dunlap] 75 c.

Bennett, H. S.

The Pastons and their England; studies in an age of transition. 20+289 p. O '22 N. Y., Macmillan $5

Information gleaned from the Paston letters concerning everyday life in fifteenth-century England.

Birck, L. V.

The theory of marginal value. 8+351 p. tabs. diagrs. O '22 N. Y., Dutton $6

Contents: Utility; Value and market; Relations of subjective prices; The normal market; Manipulated prices. Author is Professor of economics at the University of Copenhagen.

Bone, David William

"Broken stowage." 10+298 p. D [c. '22] N. Y., Dutton $2

Collection of sketches, essayettes and tales of the sea.

Brooks, C. Harry

The practice of autosuggestion; by the method of Emile Coué; with a foreword by Emile Coué. 119 p. D c. '22 N. Y., Dodd, Mead $1.25

Presents to the layman in non-technical form the information necessary to enable him to practice autosuggestion for himself.

Brown, Frank Llewellyn

The superintendent; [of Sunday schools.] 383 p. (1 p. bibl.) S (Worker and work ser.) [c. '22] N. Y., Methodist Bk. Concern $1.50

Bussigny, H. L. de

Equitation. 15+369 p. il. pls. figs. O c. Bost., Houghton Mifflin $7.50

Practical exercises on horseback riding by a prominent American riding master.

Adams, Ephraim Douglass

The Hoover war collection at Stanford Univ., Cal.; a report and an analysis. 82 p. (bibl.) O [n.d.] Stanford Univ., Cal., Stanford Univ. Press pap. apply

Beiderbecke, H.

Erinnerungen eines afrikanischen Missionars; erlebnisse und erfahrungen; mit vielen Bildern. 64 p. O [c. '22] Chic., Wartburg Pub. House, 2018 Calumet Ave. pap. 60 c.

Bengough, John Wilson

The up-to-date primer; a first book of lessons for little political economists, in words of one syllable with pictures. [humorous]. 74 p. il. S [n.d.] N. Y. Single Tax Pub. Co. pap. 25 c.

Bradley, Mary Heath

Thoughts for food; containing serious and light verse and some short prose sayings. 72 p. T [c. '21] N. Y., Hudson Falls, The Fisher Pub. Co., Inc. pap. apply

Cadoux, A. T., D.D.
Essays in Christian thinking. 188 p. D (Christian revolutoin ser.) '22 N. Y., Doran $1.60

Chantal, St. [Jeanne Françoise Fremyot, Baroness de]
The spirit of Saint Jane Frances de Chantal as shown by her letters; tr. by the Sisters of the Visitation, Harrow-on-the-Hill; with a preface by Cardinal Bourne, Archbishop of Westminster. 6+466 p. (bibl.) front. por.) pls. O '22 N. Y., Longmans, Green $6

Charters, Werrett Wallace
How to sell at retail. 8+323 p. D c. Bost., Houghton Mifflin $3
An analysis of the technique and selling experience of 300 salesmen in a large American city.

Clark, Glenn
A manual of the short story art. 19+252 p. (bibl.) D c. '22 N. Y., Macmillan $1.75
An attempt to transfer the art of composition from the field of the sciences back to the field of the arts.

Community service
Community drama; suggestions for a community wide program of dramatic activities. 156 p. (bibl.) S '21 c. '22 N. Y. [Author], 315 Fourth Ave. pap. 60 c.

Cooper, Henry St. John
Sunny Ducrow; front. [in col.] by J. C. Cowl. 10+482 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Cornillier, Pierre-Emile
The survival of the soul and its evolution after death; notes of experiments. 474 p. front. (por.) O '21 N. Y., Dutton $5

Daniels, Josephus
Our navy at war; il. with reproductions of original and official photographs. 390 p. pls. pors. O [c. '22] N. Y., Doran $3
A record of the great achievement of the Navy in the World War by the Secretary of the Navy, 1913 to 1921.

Davis, Jerome
The Russians and Ruthenians in America; Bolsheviks or brothers ; with an introd. by Charles Hatch Sears. 14+155 p. (8 p. bibl.) il. pls. map D (Racial studies—new American ser.) [c. '22] N. Y., Doran $1
A study of the economic, social, educational, and religious conditions of the Russians in America.

Davis, Owen
The detour; a play. 10+122 p. D c. '21-'22 Bost., Little, Brown $1.50

Dickinson, John
The building of an army; a detailed account of legislation, administration and opinion in the United States, 1915-1920. 398 p. O (Century new world ser.) c. N. Y., Century Co. $3
Study of the reorganization and expansion of our military forces, 1916-1920.

Dodd, C. Harold
The meaning of Paul for to-day. 172 p. D [n.d.] N. Y., Doran $2
Attempts to bring out the significance of Paul's thought for modern times.

Duncan, Fannie Casseday [Mrs. John Duncan]
Jennie Casseday of Louisville; [an appreciation of an invalid philanthropist and philosopher.] 92 p. front. (por.) il. D '22 c. '21 Louisville, Ky. [Author], 834 S. 2nd St. bds. $1

Earle, Edward Mead
An outline of the economic development of the United States. 44 p. (½ p. bibl.) O c. '21 N. Y., Am. Inst. of Banking, 15 W. 37th St. pap. 75 c.

Edmonds, J. M., ed.
Lyra Graeca; being the remains of all the Greek lyric poets from Eumelus to Timotheus excepting Pindar; newly ed. and tr. by J. M. Edmonds; in 3 v.; v. 1, including Terpander, Aleman, Sappho and Alcaeus. 15+459 p. (1 p. bibl.) S (Loeb classical lib.) '22 N. Y., Putnam $2.25

Eliot, Samuel Atkins, jr., ed.
Little theater classics, v. 4; il. from photographs. 281 p. pls. D c. Bost., Little, Brown $2
Contents: Shakuntala, by Kalidasa; The wandering scholar from paradise, by Hans Sachs; All for love, or the world well lost, by John Dryden; The martyrdom of Ali, from the Persian miracle play of Hasan and Husain.

Ervine, St. John Greer
The ship; a play in three acts. 94 p. D c. N. Y., Macmillan $1.25

Everest, E. E.
Finding a soul; a spiritual autobiography; with a preface by the Rev. Vincent Scully. 11+130 p. D N. Y., Longmans, Green $1.50
The story of a girl's conversion to the Catholic faith.

Campbell. James Mann
The second coming of Christ; a catechism. 20 p. S '22 c. '19 N. Y., The Methodist Bk. Concern pap. 10 c.

Community Service
Community buildings for industrial towns. 94 p. (1 p. bibl.) il., plans O c. '21 N. Y., Community Service pap 75 c.
Fun for everyone; a pocket encyclopedia of good times; suggestive social and recreational programs for community groups. 112 p. S c. '22 N. Y., Community Service, 315 Fourth Ave. pap. 50 c.
Recreative athletics; suggestions for the practical conduct of recreative athletics, games and sports, and for the promotion of physical efficiency. 148 p. S c. '22 N. Y., Community Service pap. 50 c.

Cooper and Brass Research Association
How to boild a better home. 29 p. il. O (Suggestions to home builders) [c. '22] N. Y., Copper and Brass Research Assn., 25 B'way pap. apply

Dean, Eloise Earle [Mrs.]
The Christmas of long ago and other poems. 32 p. D '22 c. '21 Central, S. C., [author] pap. 75 c.

Field, Walter Taylor
The Field second reader; il. [in col.] by Marguerite Davis. 208 p. col. il. S [c. '22] Bost., Ginn 64 c.

Fordyce, Claude Powell
Touring afoot. 167 p. il. diagrs. S (Outing handbooks) '22 c. '16 N. Y., Macmillan $1
Formerly published by Outing Company.

Fosbroke, Gerald Elton
Character revelations of mind and body; a statement of methods for the study of the indications of character which are built into the face as a result of mental and bodily reactions. 15+198 p. front. (por.) il. pls. O c. '22 N. Y., Putnam $2.50
Common sense rules useful for executives and others in judging character by observation.

Fox, Paul
The Poles in America; with an introd. by Charles Hatch Sears. 134 p. (2¼ p. bibl.) il. pls. map D (Racial studies—new American ser.) [c. '22] N. Y., Doran $1
An interpretation of the Polish race and its place in America.

France, Anatole, pseud. [Jacques-Anatole Thibault]
The opinions of Anatole France; recorded by Paul Gsell; tr. from the French by Ernest A. Boyd. 246 p. por. O c. N. Y., A. Knopf $2.50
Maxims in their first form and many hitherto unpublished stories.

Frazer, Elizabeth
The secret partner. 206 p. D c. '21-'22 N. Y., Holt $1.75
A story of conflict between a Wall Street tyrant and the man his daughter loves.

Frazer, Perry D.
Fishing tackle. 141 p. il. diagrs. S (Outing handbooks) '22 c. '14 N. Y., Macmillan $1
Formerly published by Outing Company.

Fullerton, George Stuart
A handbook of ethical theory. 11+380 p. (bibl.) D c. N. Y., Holt $2

Furniss, Edgar Stevenson
Foreign exchange; the financing mechanism of international commerce. 10+409 p. tabs. D [c. '22] N. Y., Houghton Mifflin $2.50

Gleason, Charlotte
Judas Iscariot; a play arranged in a prologue and three acts; with an introduction by Clara Fitch. 46 p. D (The Drama League ser.) [c. '22] N. Y., Doran pap. 50 c.
A Biblical drama for use in churches.

Glover, Terrot Reaveley
The nature and purpose of a christian society. [2nd ed.] 85 p. D [c. '22] N. Y., Doran $1

Glover, William
The groundwork of social reconstruction. 106 p. S [N. Y., Macmillan] bds. $1
A statement of the fundamental principles on which any scheme of social reconstruction should be based.

Glyn, Elinor Sutherland [Mrs. Clayton Glyn]
Beyond the rocks; a love story; with il. from the Paramount photo-play. 326 p. pls. D [c. '06-'22] N. Y., Macaulay 75 c.
Man and maid. 334 p. D c. Phil., Lippincott $2
A novel in a Paris setting, the interest centering around a rich war cripple and his mysterious woman secretary.

Gordon, Mary Duke, and Rohde, Eleanour Sinclair
Cookery. 14+248 p. il. D '22 N. Y., Longmans, Green $2
An English cook-book, including Scotch cakes and sweets.

Gregory, Jackson
The bells of San Juan; il. by Frank Tenney Johnson. 8+337 p. pls. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap 75 c.
Man to man; il. by J. G. Shepherd. 5+367 p. front. pls. D (Popular copyrights) '20 c. [N. Y., Grosset & Dunlap] 75 c.

Ha-Am, Achad
Ten essays on Zionism and Judaism; tr. from the Hebrew by Leon Simon. 23+256 p. (bibl.) D '22 N. Y., Dutton $2.50

Harnwell, Anna Jane
The sin of Ahab; a drama in one act. 28 p. D (The Drama League ser.) [c. '22] N. Y., Doran pap. 50 c.
A dramatic presentation of the Old Testament story adapted for church production.

Harrow, Benjamin
Glands in health and disease. 13+218 p. (bibl.) front. diagrs. D [c. '22] N. Y., Dutton $2.50

Hawkes, Herbert E., and others
Solid geometry. 15+494 p. il. diagrs. D [c. '22] Bost., Ginn $1.24

Hervey, Walter L., and Hix, Melvin
New first reader; il. by Margaret C. Hoopes. 4+136 p. col. il. D (Horace Mann readers) [c. '22] N. Y., Longmans, Green 64 c.

Ferbrache, James G.
A legend of the Kootenai trail; [verse]. 115 p. front. D c. '21 Spokane, Wash., Art Pr. Co. $1.25

Griffin, William B.
Every day; a pageant in two acts; produced under the direction of Alvin W. Bearse; [a message for salesmen]. 29 p. il. S [c. '22] Bridgeport, Conn. The Holmes and Edwards Silver Co., P. O. Box 2021. pap. gratis

Harvey Nathan Albert
Psychology of the common school subjects. 87 p. (4 p. bibl.) O [c. '21] Ypsilanti, Mich., Standard Pr. Co. pap. apply

Hastings, Fanny de Groot
Through a glass; [verse] 54 p. S [c. '21] N. Y. W. E. Rudge, 218 William St. $1

New primer. 4+124 p. col. il. (Horace Mann readers) D [c. '22] N. Y., Longmans, Green 64 c.

Hickie, William James
Greek-English lexicon to the new testament after the latest and best authorities. 213 p. T N. Y., Macmillan 90 c.

Holland, Bryan T.
A vagrant tune. 263 p. D [c. '22] Bost., Small, Maynard $1.75
A quiet love story in a placid English village, by the grandson of Mrs. Gaskell.

Horton, Marion
Viewpoints in essays; an arrangement of books according to their essential interest. 67 p. (The viewpoint ser.) O '22 Chic., Am. Lib. Assn. 60 c.
Partial contents: Bed books; Hobbies; Out of doors; The footpath way; Gardens; American mind and manners; Everyday ethics; The bookshelf; Poetry.

Hough, Emerson
The covered wagon. 379 p. front. end map D c. N. Y., Appleton $2
A romance of the days of the westward landrush, relating the adventures of a band of pioneers.

Hough, Lynn Harold, D. D.
Life and history. 224 p. D [c. '22] N. Y., Doran bds. $1.50
Partial contents: The approach to life through history; The relation between research and interpretation; The university and the republic; The preacher and the forces of democracy; America's debt to England; The place of religion in the new era.

Hueston, Mrs. Ethel
Eve to the rescue; il. by Dudley Gloyme Summers. 340 p. pls. (Popular copyrights) D [c. '20] N. Y., Grosset & Dunlap 75 c.

Hugins, Roland
Grover Cleveland; a study in political courage. 94 p. (1 p bibl.) front. (por.) (Admirable Americans, 1.) D c. Wash., D. C., The Anchor-Lee Pub. Co., 404 7th St., N. W. $1

Hutchins, Grace and Rochester, Anna
Jesus Christ and the world today. 149 p. D [c. '22] N. Y., Doran $1.25
An application of the decisions of Jesus to the social problems of to-day.

Jakway, Bernard C.
The principles of interior decoration. 15+289 p. il. pls. figs. O c. N. Y., Macmillan $2.50
A discussion of the whole field of interior decoration giving scientific and artistic bases for judgment and taste in decoration. Author is extension lecturer for University of California.

Jespersen, Otto, i. e., Jens Otto Harry
Language; its nature, development and origin. 448 p. (3 p. bibl.) O '22 N. Y., Holt $4
Author is professor in the University of Copenhagen.

Jörgensen, Johannes, i. e., Jens Johannes
Saint Francis of Assisi; a biography; tr. from the Danish with the author's sanction by T. O'Conor Sloane; new impression. 15+428 p. (bibl.) il. pls. facsm. O '22 c. '12 N. Y., Longmans, Green $3.50

Kawakami, Kiyoshi Karl
Japan's Pacific policy; especially in relation to China, the Far East, and the Washington Conference. 14+380 p. end maps O [c '22] N. Y., Dutton $5
Analysis of Japan's part in the Washington Conference and of the peculiar Pacific problems raised by her geographical situation and her political necessities.

Kummer, Frederic Arnold [Arnold Frederick, pseud.]
Plaster saints; front. by Joseph Franké. 318 p. D [c. '22] N. Y., Macaulay $1.75
The romance of a disinherited beauty who tries to make her way on the stage.

Lamb, Charles George
Alternating currents; pt. 1. 72 p. diagrs. O '21 N. Y., Macmillan pap. $1.90

Lang, Ossian
History of Freemasonry in the State of New York. 13+222 p. front. (pors.) il. pls. D [c. '22] N. Y., Grand Lodge of N. Y., F. & A. M., Masonic Hall $2
Beginning of present day Freemasonry in the British Isles and the American colonies and the story of the Craft in New York.

Lawrence, Robert Means, M.D.
Old Park street and its vicinity. 9+172 p. il. pls. col. front. O c. Bost., Houghton Mifflin bds. $3
A history of Old Park Street, Boston, the approach to the State House.

Hibberd, Ethel Torrey
Side lights; Luigi Carnovale, apostol of humanity, the modern idealist. 17 p. front. (por.) O c. '22 Chic., Italian-Am. Pub. Co., 77 E. Washington St. pap. apply

Hoover, Herbert Clark
The problem of prosperity and the part in it played by the American railroads; testimony of Herbert Hoover, Sec. of Commerce, before the Interstate Commerce Commission. 23 p. O '22 N. Y., Assn. of Railway Executives, 61 B'way gratis.

Howell, Charles T.
Howell's acme system of phonography; [fixed alphabet and vowel system of shorthand.] 68 p. facsms T [c. '21] Summit, N. J., [author], 101 Park Ave. pap. apply

Hyde, Henry Morrow
The nation's tribute to its unknown soldier; a reprint of the articles by Henry M. Hyde, of the staff of the Evening Sun, and Theodore Tiller, of the staff of the Baltimore Sun, describing the Armistice Day ceremonies in Washington, November 11, 1921. O c. '21 Balt., The A. S. Abell Co. pap. apply

Indiana Steel and Wire Co.
Double galvanized steel strand and iron wire for electrical transmission and distribution. 61 p. tabs., diagrs. (blue prints) D [c. '21] Muncie, Ind., [author] apply

Kenilworth, Ill. New Trier High School
How the Pilgrim spirit came to Ill.; a pageant written and presented by the students and faculty of the New Trier Township High School in commemoration of the tercentenary of the landing of the Pilgrims, New Trier auditorium, May 20 and 21, 1921. 36 p. il. O '21 Kenilworth, Ill., [author] pap. 50 c.

Kinsolving, Sally Bruce
Depths and shallows; [verse.] 67 p. S c. '21 Balt., The Norman, Remington Co. $1.50

Kruttschnitt, Julius
Railroad efficiency past and present; [Reprinted from The Atlantic Monthly of Jan. 1922.] 23 p. O '22 N. Y., Assn. of Railway Executives. gratis

Leblanc, Maurice
The eight strokes of the clock; tr. by Alexander Teixeira de Mattos; front. by G. W. Gage. 313 p. D [c. '22] N. Y., Macaulay $1.75
Latest exploits of Arsène Lupin in a new murder and mystery tale.

Longstreth, Thomas Morris
Mac of Placid. 11+399 p. front. D (Popular copyrights) '20 c. [N. Y., Grosset & Dunlap] 75 c.

Lord, Katharine
Plays for school and camp. 16+224 p. O c. Bost., Little, Brown $1.50
Plays within the scope of the average boy and girl in school or club, church or settlement.

Lotsy, J. P.
Evolution by means of hybridization. 8+166 p. il. O [n. d.] N. Y., Lemcke & Buechner $2
Based on the experimentally proven fact that crossing gives rise to new forms.

Lowndes, Marie Adelaide Belloc [Mrs. Frederic Sawrey Lowndes]
From out the vasty deep. 279 p. D (Popular copyrights) [c. '21] [N. Y., Grosset & Dunlap] 75 c.

McDaniel, George White, D.D.
The churches of the new testament. 299 p. D [c. '21] N. Y., Doran $1.75
Aims to show the origin, character, principles and practices of the New Testament churches.

Mackail, John William
The life of William Morris. 2 v. in 1. 11+380 p. front. D '22 N. Y., Longmans, Green $3.50

MacMahon, Henry
Orphans of the storm; a complete novel; from D. W. Griffith's picture epic on the immortal theme of the two orphans: novelized; il. with scenes from the photo-play. 194 p. pls. D (Popular copyrights) [c. '22] N. Y., Grosset & Dunlap 75 c.

McPherson, William and Henderson, William Edwards
Chemistry and its uses; a textbook for secondary schools. 8+447 p. (2 p. bibl.) front. il. tabs. diagrs. facsm. D [c. '22] Bost., Ginn $1.60

Magee, Anna F.
The Magee intermediate reader; pt. 1, 4th year; editorial coöperation of John F. Reigart; il. by Ethel F. B. Bains and Eugenie M. Wireman. 8+392 p. il. D [c. '22] Bost., Ginn 92 c. Teachers manual 20 c.

Mansfield, Katherine
The garden party; and other stories. 255 p. D c. N. Y., Knopf $2
Partial contents: At the bay; The daughters of the late colonel; Mr. and Mrs. Dove; The voyage; Miss Brill; Bank holiday; The singing lesson; The lady's maid.

Mason, Caroline Atwater [Mrs. John Henry Mason]
Wonders of missions. 345 p. D [c. '22] N. Y., Doran $2
A review of the outstanding events in the progress of christian missions in foreign lands.

Maxwell, Donald
Unknown Kent; being a series of unmethodical explorations of the county; il. in line and col. by the author. 14+210 p. col. pls. O '22 N. Y., Putnam $4.50

Mayo, Margery
Russians abroad; and other stories. 181 p. D Bost., Stratford Co. c. $1.75

Morris, Gouverneur
Yellow men and gold; il. from scenes from the photoplay. 244 p. pls. D (Popular copyrights) [c. '10-'11] N. Y., Grosset & Dunlap 75 c.

Musick, William L., and others
Practical bookkeeping and accounting; a system of modern bookkeeping and accounting logically developed, with forms and statements amply il.; contains a system of accounts for retail merchants; script by Baitzer. 242 p. il. (forms) O [c. '21] Chic., Universal Text Bk. Co. $2.75

Nunn, Rev. Henry Preston Vaughan
An introduction to ecclesiastical Latin. 13+162 p. D '22 N. Y., Macmillan $1.90
Rules of syntax and points of difference between ecclesiastical Latin and classical Latin. Passages from works of authors of the period with notes on syntax.

Ogden, George Washington
The flockmaster of Poison Creek; front. by P. V. E. Ivory. 315 p. D (Popular copyrights) [c. '21] N. Y., Grosset & Dunlap 75 c.

Martin, Deborah Beaumont
Eleazer Williams, 1821-1921; cover design by Frederika Crane. 28 p. (¼ p. bibl.) il. O [n.d.] Green Bay, Wis., [Author] pap. apply

Moreland, John Richard
Red poppies in the wheat; [verse.] 97 p. D c. '21 N. Y., James T. White & Co. $1.25

Morgan, Henry Victor
Hymns of health and gladness; new words to old tunes. 22 p. nar. D [c. '13-'21] Tacoma Wash., Master Christian Pub. Co., 3316 N. 31st St. pap. apply

Morrison, Rev. Andrew Malcolm
Efficiency of life at 100 years and more. 5+103 p. front. (pors.) D ['21] Los Angeles, Cal., Austin Pub. Co. $1

New Jersey. Salem County
A church and community survey; under the dir. of Edmund deS. Brunner. 9+92 p. il. maps charts fold. tab. (Com. on social and religious surveys) [c. '22] N. Y., Doran pap. 90 c.

New York, Chautauqua County
History of Chautauqua County, New York, and its people; [ed. by] John Phillips Downs, [and others]; in 3 v. 450 p. ea. v. fronts. pls. pors. col. coats of arms Q ['21] N. Y., 265 Broadway, Am. Hist. Society $25 set.

New York State. New York laws affecting business corporations; rev. to May 1, 1922; containing the amendments of the legislative session which adjourned Mar. 17, 1922; containing the business corportations law, general corporation law, stock corporation law, applying provisions of the tax law including the stock transfer tax act, and the uniform stock transfer act and a synoptic analysis; Jay Braisted Roe Smith, ed. 32+260 p. O [c. '21 c. '22] N. Y., U. S. Corp. Co., 65 Cedar St. $2

Nicholls, Charles D.
How to organize and maintain bands; [of music]. 18 p. il. pl. O [c. '21] Libertyville, Ill., The Nicholls Band Circuit 50 c.

Parker, Samuel Chester
General methods of teaching in elementary schools, including the kindergarten; rev. ed. 20+336 p. (5½ p.) front. il. facsms. diagrs. D [c. '19-'22] Bost., Ginn $1.60

Paul, Elliot
Indelible; a story of life, love and music in five movements. 8+296 p. D c. Bost., Houghton Mifflin $1.75
The story of two lovers, a New Englander and the daughter of a Jewish junk dealer, drawn together across a gulf of racial and temperamental differences by the bond of music.

Petrie, Telford
Modern practice in heat engines; with 111 il. and 2 fold. plates. 11+264 p. figs. O '22 N. Y., Longmans, Green $5

Plimmer, Violet G., and Plimmer, R. H. A.
Vitamins and the choice of food. 12+164 p. il. pls. figs. O '22 N. Y., Longmans, Green $2.50

Punch. Poems from Punch 1909-1920; with an introductory essay by W. B. Drayton Henderson. 29+278 p. S '22 N. Y., Macmillan $2.50

Post, Melville Davisson
Randolph Mason; the strange schemes. 280 p. D '22 c. '96 N. Y., Putnam $1.75
A detective story published in 1896 by Putnam.

Potts, Cyrus A., comp.
Dictionary of Bible proper names; every proper name in the new and old testaments arranged in alphabetical order; syllabified and accented; vowel sounds diacritically marked; definitions given in Latin and English. 279 p. S [c. '22] N. Y., Abingdon $2

Rider, Fremont, i.e., Arthur Fremont, ed.
Rider's Bermuda; a guide book for travelers; with 4 maps; comp. under the general editorship of Fremont Rider by Dr. Frederic Taber Cooper. 54+158 p. maps col. maps. col. fold. map S (Rider's guides) c. '22 N. Y., Holt $1.90
All authenticated information which the tourist or sight-seer may require, including birds, plants and a history of Bermuda.

Roberts, Richard, D.D.
The untried door; an attempt to discover the mind of Jesus for to-day [2nd ed.] 12+174 p. D c. '21] N. Y., Doran $1.50
Published in 1921 by the Womans Press.

Robertson, Archibald Thomas, D.D.
Types of preachers in the new testament. 238 p. D [c. '22] N. Y., Doran $1.60
Portraits of men and women of the New Testament.

Robertson, John Mackinnon
The Shakespeare canon; 1: the origination of "Henry V"; 2: the origination of "Julius Caesar"; 3: the authorship of "Richard III." 16+205 p. (2½ p. bibl.) O '22 N. Y., Dutton $5

Rose, John Holland
Lord Hood and the defence of Toulon. 6+175 p. por. fold. map O (Cambridge naval and military ser.) [N. Y., Macmillan] $5.25

Schultz, James Willard
Seizer of eagles; with il. by Frank E. Schoonover. 229 p. front. pls. D c. N. Y., Houghton Mifflin $1.75
The adventures of Little Otter, an ambitious Indian boy.

Schweitzer, Albert
On the edge of the primeval forest; experiences and observations of a doctor in equatorial Africa; tr. by Ch. Th. Campion; containing 16 il. from photographs, and a sketch map. 180 p. front. il. pls. map D '22 N. Y., Macmillan $2
Partial contents: Lumbermen and timber-rafts at the mouth of the Ogowe; The hospital at Lambarene; Raft of Okoume wood and mahogany being floated down the Ogowe River; A little plantation of bananas on the margin of the untouched forest.

Tracy, Louis
The house of peril. 348 p. D [c. '22] N. Y., Clode $1.75
A detective story dealing with the mystery of thirteen men around a table, twelve unconscious and one strangely slain.

Trevelyan, George Macaulay
British history in the nineteenth century; (1782-1901). 16+445 p. (2½ p. bibl.) maps O '22 N. Y., Longmans, Green $3.75

Turner, John Kenneth
Shall it be again? 448 p. O c. N. Y., Huebsch $2.50
Contents: Democracy and getting into war; Democracy and the conduct of war; Our war "causes"; Our "objectives"; Our war and business.

Tweedy, Henry Hallam and others
Christian work as a vocation. various paging D (Christian service ser.) c. N. Y., Macmillan $1
Aims to acquaint the young man contemplating Christian service as a life work with opportunities in the ministry, foreign mission field, and Y. M. C. A. work

Vance, Louis Joseph
Sheep's clothing; with il. by James Montgomery Flagg. 279 p. front. pls. D (Popular copyrights) [c. '15] N. Y., Grosset & Dunlap 75 c.

Warren, Charles
The Supreme Court in United States history; in 3 v.; v. 1, 1789-1821; v. 2, 1821-1855; v. 3, 1856-1918. 16+540 p. (1½ p. bibl.); 10+550 p. (1½ p. bibl.); 10+532 p. (1½ p. bibl.) fronts. (pors.) il. pls. c. '22 Bost., Little, Brown $18 set
Traces the origin and development of the Supreme Court as a great creative force. For laymen and lawyers alike.

Webster, Jean, i. e. Alice Jean [Mrs. Glenn Ford McKinney]
Jerry junior; il. by Orson Lowell. 282 p. pls. D (Popular copyrights) [c. '07] N. Y., Grosset & Dunlap 75 c.

Winslow, Leon Loyal
Elementary industrial arts; il. by Harry W. Jacobs. 14+335 p. front. (col. pl.) il. D c. N. Y., Macmillan $1.20
For boys and girls in the upper elementary grades. Partial contents: Bookmaking; Manufacture of baskets and boxes; Pottery industry; Cement and concrete; Textile industries; Iron and steel; Wood and woodworking.

Rare Books, Autographs and Prints

PHILIP ROSENBACH AT THE SALE OF DICKENS ITEMS AT THE BURDETT-COUTTS SALE—SKETCHED BY THE LONDON "DAILY GRAPHIC"

IT is said in England that American collectors now own more copies of the First Folio of Shakespeare than "we can muster in private or public collections."

The Walpole Galleries will continue its occasional summer sales this year as it has done for the last two or three seasons. Many good books for the reader's library are dispersed in these sales and they are well worth the attention of booklovers.

The Grosvenor Library of Buffalo has taken a special interest in its association and autographed books in recent years. Without making any attempt to secure such books by purchase, the library has a large collection, visitors having added their signatures to their own works in the library, and in many cases knowing the librarian's hobby, have presented autographed volumes.

The current catalog of C. F. Libbie & Co. of Boston is devoted entirely to books concerning the North American Indians, including narratives, travels, massacres, adventures and exploration covering all parts of the United States and including the works of Schoolcraft, Bartram, Beatty, Carver, Church, Colden, Drake, Drayton, Flint, Heckwelder, Hutchinson, Trumbull, Williams and many other well known writers.

The demand on this side of the Atlantic for the rarer literary autograph letters and manuscripts is said in London to be constant and increasing. Prices for the choicest material are already so high in the English market that it discourages home collectors, but the Americans "buy with very little bargaining." It is only a matter of a few years when America will be as rich in autographic material as it is in the original editions of the great masterpieces of English literature.

The Bacon Society of America was organized in this city and held its first meeting at the National Arts Club on May 15. Its purpose is "to promote friendly intercourse and an exchange of views and information between open-minded lovers and students of literature and allied arts, with special reference to the life and works of Francis Bacon and his contemporaries, and their relation to the Renaissance movement and our own times."

The English trade and auction houses, according to reports, are depending largely upon American dealers and collectors for a busy summer. American competition has done much to maintain prices for the rarer material that has come into the auction market this season. Prices are yet sufficiently high to serve as a magnet in drawing new consignments into the auction room. Collectors deplore the loss of rarities and they feel sure that after they have once crossed the Atlantic they will never see them again. But this sentiment of collectors is completely submerged in the anxiety of consignors and the English rare book trade to find the best possible market.

An important sale of rare books, autograph letters and illuminated manuscripts selected from a dozen or more consignments will be sold at Sotheby's in London June 19, 20 and 21. This sale includes the novels of Dickens in original parts; an extensive collection of the first editions of Robert Louis Stevenson; broadside proclamations of Charles I, many unique; pamphlets relating to the Civil War; a series of fine illuminated miniatures; important Wyckcliffe manuscripts; Bunyan's "Pilgrim's Progress," 1678, first edition; Shakespeare's First Folio, 1623; books with colored plates; fine bindings; important French illustrated works of the eighteenth century; first editions of Shelley and Thackeray; and a notable collection of autograph letters, including those of Washington, Pope, Shelley, Dickens, Tennyson and many names famous in English literature and history.

The current catalog of Charles J. Sawyer, Ltd., of London, a quarto volume with many full page illustrations and listing rarities of many periods, has just reached this country. Among the items of unusual interest are the original manuscript of Burn's patriotic ballad "The Dumfries Volunteers," Caxton's "Chastising of God's Children," about 1491, bound by Bedford and from the library of Henry Huth, a perfect copy; a selection of important and rare Dickens items; the Sydney Collection of Irish State Papers and Documents, 1782 to 1789; very full collected sets of first editions of Arnold Bennett, Joseph Conrad, John Masefield and other modern authors; an extra-illustrated copy of Sloane's "Life of Napoleon;" Shakespeareana including a fine copy of the Fourth Folio; the holograph Will of John Wesley; and many interesting items of rare Americana.

Rare Americana including books and pamphlets concerning the Revolutionary War, California and the Early West, the North American Indians, Lincolniana autograph letters and broadsides. Among the rarer items are such books as Mather Byles's poem "To His Excellency Governor Belcher on the Death of His Lady," Boston, 1636, the first copy to appear in the auction room; Benjamin Franklin's "Directions to the Deputy Postmasters for keeping their accounts," a hitherto unrecorded broadside written by Franklin as postmaster-general of the Colonies and probably printed by Franklin and Hall in 1753; and a copy of the *Charleston Mercury Extra*, published December 20, 1860, announcing the passage of "An Ordinance to Dissolve the Union between the State of South Carolina and Other States United in the Compact entitled "The Constitution of the United States of America," etc.

Casa Guida, the Florentine home of Robert and Elizabeth Barrett Browning, is to be preserved as a memorial to the two poets by the Browning Society of Florence. It is planned to restore the apartment they occupied as it was when they lived there and the society is seeking some of the furniture, pictures and other objects that were in it in their time. It will not be difficult to make restoration for very many accurate descriptions have been left by visitors. The poet's own study was long and narrow, adorned with busts and masks, among them the death mask of Keats. The study-sitting room of his wife, with its tapestries, its heavy inlaid book cases, its old pictures of sacred themes and its large gilded mirrors would have delighted the lover of the antique. This Browning museum, for such in time it will be, will add to the literary attractions of a city now rich in memories and associations of great authors.

It is fifty years since Samuel Butler's "Erewhon" first appeared in the booksellers' windows, an anonymous volume at the price of 7s. 6d. "As a book it had as a companion, the third volume of George Eliot's 'Middlemarch,'" says the Manchester *Guardian*. The latter enjoyed a long start in the race for circulation, but to-day "Erewhon" is probably more read than "Middlemarch." Butler submitted his manuscript to Chapman & Hall but their reader, George Meredith, would have none of it. The author expressed no surprise. 'I should have condemned 'Diana of the Crossways,' said he, 'or any other of Meredith's books if submitted to me. When 'Erewhon' went to Trubner & Co., who, thinking from a cursory inspection that it had something to do with the contagious diseases act, threw it one side till reminded by its author of its existence. He had to publish it at his own risk, and calculated long afterwards that he made rather less than £70 out of the venture. Its anonymity was "Erewhon's" salvation. People bought it and talked of it when nobody knew who had written it, and a second edition was called for, but as soon as the *Athenaeum* announced that it was the work of a young man well known in artistic quarters named Samuel Butler, in other words a nobody, the sales dropped to a vanishing point."

F. M. H.

When Folios Changed Hands

New Rochelle, N. Y.,
May 3, 1922.

Editor, PUBLISHERS' WEEKLY:

Reference in the Weekly of April 29th to the Shakespeare Folios purhcased by the late J. P. Morgan mentions a price of $40,000 as having been paid for them. This is approximately correct. These were in the library of the late Theodore Irwin. of Oswego. which had been purchased en bloc by George H. Richmond with whom I was then associated. and the intention was to disperse it at retail, and preparations had been made to this effect including the procuring of a large safe in which the contents of only three of the packing cases had been placed when Mr. Morgan called to look them over.

In addition to the Folios there were the famous Golden Gospels on purple vellum, a fine lot of Caxtons and other rare gems of this library. Mr. Morgan spent an hour examining these and had inquired the total cost of such selections as he desired and on being informed, considered it a moment and then asked Richmond how much he wanted for the whole

library; on being told he almost immediately said he would buy it.

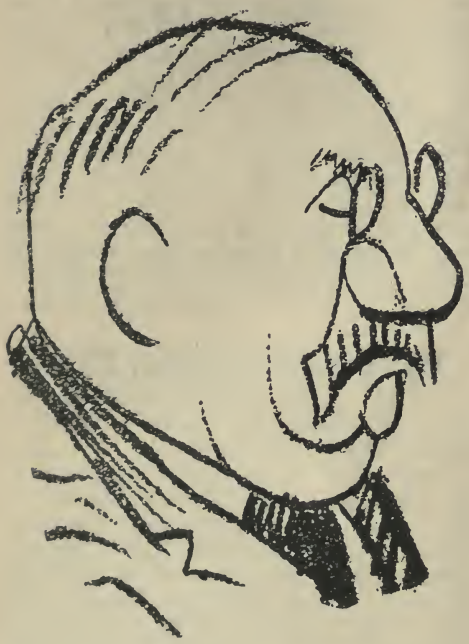
This occured on Friday and it was just about noon when he left for his office. He mailed his check the same afternoon and on Saturday noon sailed for Europe.

According to instructions the contents of the safe were then repacked in their cases and along with all the others which had not been opened were sent to the Lincoln storage warehouse.

I recall that Mr. Morgan when he first came in asked jocosely "Where is that rubbish you wanted to show me?" I do not know that any of this has ever been published and perhaps it may be of interest to your readers.

Yours very truly,

J. H. JORDAN.



PHILIP ROSENBACH WHO BOUGHT THE MANUSCRIPT OF "THE HAUNTED MAN" THE PRINCIPAL ITEM AT THE RECENT DICKENS' SALE IN LONDON. SKETCHED BY THE LONDON "DAILY GRAPHIC"

HE KNOWS

"My husband is merely a manufacturer of waste baskets," sighed the woman with aspirations. "It seems uch a prosy occupation."

"On the contrary there is really much poetry in waste baskets," replied the unappreciated bard.

New York *Evening Sun.*

Catalogs Received

Americana. (No. 7.) The Smith Book Co., Suite 914, Union Central Bldg., Cincinnati, O.

Americana Canadiana. Librairie Maison neuve Freres, 3, rue du Sabot, Paris, France.

Beautiful and precious books. (No. 4; Items 224.) G. Michelmore & Co., 5, Royal Opera Arcade, Pall Mall, London, S. W. 1, England.

Books on American Indians. (No. 939; Items 497.) C. F. Libbie & Co., 3 Hamilton Place, Boston, Mass.

Chinesische, Tibetanische, Japanische Originalmalereien. (No. 505; Items 292.) Karl W. Hiersemann, Konigstrasse 29, Leipzig, Germany.

Choice books, library editions of standard authors, publications of learned societies and serial publications. (No. 431; Items 781.) Francis Edwards, 83 High St., London, W. 1, England.

A collection of finteresting books and pamphlets of the Seventeenth to Twentieth Centuries including a number of rare and choice items. (No. 24; Items 814.) Herbert E. Gorfin, 1 Walerand Road, Lewisham, London, S. E. 13, England.

Fine original drawings, scarce old and modern books, and rare and valuable prints relating to the Near East. (No. W. 1; Items 325.) Mme. J. Dupont Et Fils, "Montrose," Leicester Road, New Barnet, Herts, England.

First editions, presentation copies, editions de luxe, etc. (No. 23; Items 550.) W. & G. Foyle, Ltd., 121 Charing Cross Road, London, W. C. 2, England.

Histories of the New England States. (No. 938; Items 942.) C. F. Libbie & Co., 3 Hamilton Place, Boston, Mass.

Important works on all branches of zoology. (No. 93; Items 3176.) Dulau & Co., Ltd., 34 Margaret St. & Oxford Circus, London, W. 1, England.

Konsthistoria Dekorativ Konst Och Konsthandtverk Illustrationsverk. (No. 1333; Items 1634.) Bjorch & Borjesson, Drottninggatan 62, Stockholm, Sweden.

Miscellaneous second-hand books, ancient and modern. (No. 90; Items 656.) C. Richardson, 42a Rosamond St. W., c.-on-M., Manchester, England.

LUZAC & CO. 46 GT. RUSSELL ST. LONDON, W. C. 1

DEALERS IN ORIENTAL BOOKS

Write for our Catalogue, stating subject. Catalogues available—Egypt, India, China, Sanskrit, Arabic, Persian, etc.

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Quarter page ..... 15.00 Eighth page 7.50
The above rates are unspecified positions.
Higher rates for Summer Reading, Educational Number, Christmas Bookshelf and Book Review *supplement.*

The Weekly Book Exchange

Books Wanted and for sale

Under these headings subscribers are charged 15c a line (no charge for address); non-subscribers 20c a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] *after their firm name. The appearance of advertisements in this column, or elsewhere in the* WEEKLY *does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

BOOKS WANTED

Adairs Bookstore, 1715 Champa, Denver, Colo.

Doyle, Lost World.
Seven Splendid Sinners.
Anti Nicene Fathers, set.
Book on Furniture Finnishing.
Loyd's Puzzles.
Following by Lester F. Ward:
Pure Sociology, Dynamic Sociology.
Psychic Factori of Civilization.
Outlines of Sociology.

Adam, Meldrum & Anderson Co., Buffalo, N. Y.

Hichen's Spirit in Prison.
Hichen's Call of the Blood.

William H. Allen, 3417 Walnut St., Philadelphia, Pa.

Antwerp & Lamplighter. Modern Pedigrees, 1895.
Clerke, System of the Stars, 2nd ed., 1905.
Du Maurier, Peter Ibbetson.
Hailey, Clarence, Padrellos de Correra.
Hinkson, K. T., Years of Shadow, 1919.
Krinken, Baby Days and Christmas Stocking.
Science and Invention, Pub. by Ginsburg (?).
Thorobred Sires of Argentine Republic, vols. 1 and 2.
New want-list out.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Christian World Pulpit, bound in cloth vols.
Complete set Pulpit Commentary.
The Unsearchable Riches of the Manifold Grace of God, Moody.
The Blood Covenant, H. Clay Trumbell.
The Unequal Yoke.
Complete set of Britannica Encyclopedia, latest handy vol. edition.
Complete set of the New International Encyclopedia, latest ed.
Complete set of Hasting's Great Texts of the Bible, twenty vols., Scribners.
Complete set of Carroll's Interpretation of the English Bible, in thirteen vols.
Baptist History, Benedick.
Set Pulpit Commentary, 51 volumes.

American Baptist Publication Soc., 514 N. Grand Ave., St. Louis, Mo.

The Shepherd of Salisburys' Plain, Hannah More, 10c.

William H. Andre, Suite 607 Kittredge Bldg. Denver, Colo.

Making Up (for actors), James Young, pub. by Witmark.
Art of Theatrical Make-Up, Morton Cavendish, pub. by MacMillan.
3-vol. set Popular and Critical Bible, late ed.
Froissart's Chronicles.
Little Journeys, Elbert Hubbard.
Harper's American Nations. Name and address wanted on quotation made for $25; this has been lost.
Victorian Sardou's (La Tosca), either in French or English text.

Aries Book Shop, 116 Delaware Ave., Buffalo, N. Y.

Mutual Aid, Kropotkin, pub. by Heineman.
Jurgen-Cabell, American ed.
Exiles Club, Dunsany.
County of the Blind, H. G. Wells, Macmillan.
Book of Verses, H. D.
Life of St. Teresa, Mrs. Cunningnam Grahme.
Golden Road, Allen, pub. by Wessels.
Century of Intellectual Development, Hector McPherson.

William M. Bains, 1213-15 Market St., Philadelphia

Taylor's General Lee, His Campaigns in Wa.
Johnston, Life and Reminiscences of Joseph E. Johnston and Robert E. Lee.
Memoirs of Jefferson Davis, Mrs. Jefferson Davis.

G. A. Baker, 144 E. 59th St., New York

Constitution of the United States, folio, pp. 6, Philadelphia, Dunlap & Claypoole, 1787.

H. C. Barnhart, 35 W. Market St., York, Pa.

Life of Burne-Jones, Lady Burne-Jones, 2 vols.
Girlhood of Queen Victoria. Selections from her Diary, Viscount Esher, 2 vols.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

Hegel's Philos. of History, Bohn.
Journal of Delacroix.
Biography of Cezanne.
Life of Grant, Hamlin Garland.
Verbatim Report Beecher, Tilton Trial, 3 vols., B'klyn, 1875.
Two Conceptions Freedom of Seas, Reeves.

Beane's Occult Bookshelf, 955 8th St., San Diego, Calif.

Æon and Æona.

BOOKS WANTED—Continued

Beane's Occult Bookshelf—Continued

Better Way, A. E. Newton.
Raphael's Ephemeris, 1877 **original.** not reprint.
Tan, Pile Jim.
Vaught, Practical Character Reader.
Where Routledge Rides Alone, pub. Lippincott.
Astrology Restored, Ramsey.
Mary Ann Carew, Petersilea.

Bohymer's Book Shop, 1204 Olive St., St. Louis, Mo.

Life of Rob't. Ingersoll (not his works).
E. H. Rixford, Wine Press and Cellar, pub. San Francisco, 1833.
Louise de Lavaliere Life, Jules Lair, Eng. trans.
Jack Curzon, The City of Mystery, A. C. Gunter.

The Bell Book and Stationery Company, 914 E. Main St., Richmond, Va.

Meade, E. C., Historic Homes of the Southwest Mountaines, Virginia, 1899.
Reid, Mayne, The Desert Home.
Claiborne, Wm. Claiborne of Va.,, Putnam.
Parton's Life of Thos. Jefferson.
Glasgow, Ellen, any, first eds:
Brown's Genesis of U. S., 2 vols.
Boogher's Overwharton Parish.
Brown's The Cabells and Their Kin.

C. P. Bensinger Cable Code Book Co., 15 Whitehall St., New York City

Universal Lumber, A B C 5th Improved.
Meyer's Cotton 39th, Samper's Code.
Western Union, Lieber's, 5-letter Codes.
Any American-Foreign Language Code.

W. Beyer, 207 Fulton St., New York

Pennell, Etchers and Etchings.
Pennell, Pen Drawings.
Bucher, Industrial Evolution, Holt.

The Book Shelf, 112 Garfield Place, W. Cincinnati, O.

It Happened in Egypt, Williamson.
Baron Munchesauen.
Shining Hours, Veerham.
El Dorado, Stevenson.
Grimm Tales Made Gay, G. Wetmore Carryl.
Life and Speeches of William S. Yancey.
Sex Questions or Problems, Mendelsohn.
Art of Love, Robi.

The Book Shop, 219 N. Second St., Harrisburg,, Pa.

Theory of Sound, 2 vols., Lord Rayleigh.
Godey's Ladies Books in good condition.

Charles L. Bowman & Co., 118 E. 25th St., N. Y.

Thrall of Lief, The Lurky.
Tramping with Tramps.
Noblesse Oblige.
A Wife Out of Egypt.

Boyd's Dancing Studio, 314 Studio Bldg., Kansas City, Mo.

Tenor Banjo Instruction Book, new improved, complete.

Brentano's Fith Ave. and 27th St., New York City

Bryant, What Pictures to See in America.
Dreiser, Sister Carrie, 1st ed.
Dreiser, Hoosier Holiday, 1st ed.
J. B. Cabell, Branchiana, 1st ed.
Latimer, Spain in the 19th Century.
Herbert Kaufman, The Winning Fight.
Latham, English Homes, vol. 2.
Lucas Mallett, Sir Richard Calmady.
Handy Volume Ed. of Encyclopedia Britannica, vol. 8, 9, and 26, cloth binding.
Bits of Life.
In the Midst of Life, Ambrose Bierce.
Trinity Bells.
Jade Chaplet, Chinese Verse, trans. G. S. Slent.
Some of God's Dealings with Geo. Muller, or History of the George Muller Orphanage.
Tom Brown at Rugby, fine ed.
Tom Brown at Oxford, Tom Brown School Days Series.
Dickens, Old Reliable.. Bobbs.

Brentano's—Continued

The Burning Wheel, Aldous Huxley.
Chevalier Bayard.
Blue Jackets of 1812.
Blue Jackets of 1776.
Blue Jackets of 1861.
Alexander the Great, Heroes of all Time Series.
Long Ago and Later On, Geo Tisdale Bromley.
Col. Garniers books on the Pyramids.
Arne, Bjornson.
Fishermaiden, Bjornson.
Through Town and Jungle, William H. Workman & Fanny B. Workman.
Julia E. Ford, Simeon Solomon an Appreciation, 1908, F. F. Sherman.
Cruises Mainly in the Bay of Chesapeake, R. & G. Barrie.
Modern Hospital, Hornsby & Schmidt.
Mines, Mosher, M. Schwab.
The New Practical Cookery Guide, Seurre.
Yensie Walton, Mrs. Susie P. Graham Clark.
John Twachman, Lewis Palmer Skidmore.
Sixty Paintings, Winslow Homer.
Vignettes from Nature, Humboldt Library, 20th Century, Grant Allen.
Nature Studies, Grant & Williamson.
Life and Letters of Robt. Burns, Bohn Lib., A. Cunningham.
Tragedy of the Caesars, Baring J. Gould.
Lafayette of Louisiana, Mary Devereaux.
Honeysuckle. D'Annunzio.
Travels in China, Prevaljsky.
Peking to India, Younghusband.
The Tears of Heliades or Amber as a Gem, W. Arnold Buffuen.
Early Flemish Artists, W. M. Conway.
Romantic Legends of Spain, S. A. Becquer.
Riams, S. A. Becquer.
Las Solondeinas, S. A. Becquer.
Sketches and Reviews, Walter Pater.
Dry Goods, Dec. 1919.
Elliotts Debates.
The Jonas Stories, Rollo Books.
Marco Polo Stories. Rollo Books.
Lucy's Stories. Rollo Books.
Mr. Scraggs, H. W. Phillips.
Being Born Short or Being Born Tall.
Isle of Temptation, Colleton.
Spinx Lawyer, J. Frankau.
Rose of Savoy, H. N. Williams.
Hungry Heart. David Graham Philips.
Summary of Universal History, vols. 1 and 4, trans. from French, M. Anquitil, printed and published C. P. Wayne, 1806-07.

Tht Brick Row Book Shop, Inc., 104 High St., New Haven, Conn.

Artemus Ward, His books, particularly Adventures in Free Love.
Ronald Firbank, Valmouth.
R. D. Paine, Old Ships and Havens.
Peck. Twenty of the Republic.
Bradley, Shakespearian Tragedy.
Quennell, History of Everyday Things in England, 2 vols.
Berges, Creative Evolution.
Whistler, Gentle Art of Making Enemies, (not a first).
M. Amerault, La Vie de Francois Leigneur de la Noue, Leiden, 1661.
Discours politiques la Noue Francois de Bisel 1587, La Rochelle, 1590; London, 1597; Correspondence, 1854.
Battle of Pilot Knob.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Hero and Hero Worship, by Carlyle, Temple edition, blue cloth.
George Cattin's My Life Among the Indians.
Sand, George Chopin. Sketches from "A History of My Life," and "A Winter in Majoroa," tr. by Grace Curtis.
Schweitzer, Albert, J. S. Bach, with a Preface by Widor, 2 ols., tr. by Newman.
Brooks, H. M., Olden Time Music.
Ehlert, Louis, From the Tone World, tr. by Tretbar.
Elson, L. C., History of German Song.

BOOKS WANTED—Continued

Bridgman's Book Shop—Continued

Hueffer, Francis, Half a Century of Music in England.
Recent Music and Musicians, adapted from the German and tr. by Coleridge, by Ignaz Moscheles.
Selections from the letters and aesthetic, humorous and satirical writings of Hector Berliz, tr. and preceded by a biographical sketch by Apthorp.
Magister Choralis, F. X. Haberl, tr. by Donnelly.

Morris H. Briggs, 5113 Kimbark Ave., Chicago, Ill.

Sherwood Anderson, Windy McPherson's Son, Lane, 1916.
First editions Cabell, Cather, Dreiser, Hergesheimer, Millay, E. A. Robinson, Saltus, Wharton, Tarkington, Hearn.
Set of Robert Ingersoll, cheap.
Smart Set Magazine, 1910 to date, bound or single.
Nietzsche, set or single volumes, Eng. or German
Roosevelt and Woodrow Wilson, books by or on.
County, Town and State Histories.
Americana Catalogs, especially Illinois.

The Brooklyn Museum Library, Eastern Parkway and Washington Ave., Brooklyn, N. Y.

Arts and Decoration, Dec., 1916.

Foster Brown Co., Ltd., 472 St. Catherine St., West, Montreal, Canada

A History of English Prosody, in 3 vols., by Saintsbury.

Frank C. Brown, 44 Bromfield St., Boston, Mass.

Work, by Louisa May Alcott, Boston, 1873.
Elephant Hunting in East Equatorial Africa by Arthur Neumann, London, 1897.
Aesop's Fables in Latin.

The Burrows Brothers Co., 633 Euclid Ave., Cleveland, O.

Chas. Goodyear, Gum Elastic.
Care of the Face, Woodbury.

Campion & Company, 1313 Walnut St., Philadelphia, Pa.

Selous, African Nature Notes.
Selous, Recent Hunting Trip in British No. America.
Dore, Days of Chivalry.
Patterson's Grip of Nyika.
Racing, Badmington Library.
Riding and Polo, Badmington Library.
Coke of Norfolk.
His Hour, Glyn.
On the Witnetss Stand, Munsterberg.

Carnegie Library, Atlanta, Ga.

Signal, and other storiets, by V. M. Garshin, translated by Rowland Smith.

Carnegie Library of Pittsburgh, Pittsburgh, Pa.

Beard, Ku Klux Sketches.
Brooke, S. A., On Ten Plays of Shakespeare, Holt.
Brooke, S. A., Poetry of Robert Browning, Crowell.
Brown, Alex., Genesis of the U. S., 2 vols., Houghton.
Bryant, L. M., What Pictures to See in America Lane.
Chapman, C. E., The Founding of Spanish California, Macmillan.
Collins, J. H., Human Nature in Selling Goods, Altemus.
Crowe, Eyre, With Thackeray in America, Scribner.
Delafield, Mrs. E. P., Alice in Wonderland, a play, Dodd.
Dexter, E. G., Weather Influences, Macmillan.
Freemantle, A. J. L., Three Months in the Southern States, 1863, Blackwood.
Gardiner, E. N., Greek Athletic Sports and Festivals, Macmillan.
Gauss, Christian, Through College on Nothing a Year, Scribner.
Genung, J. F., Ecclesiastes; tr. anew with commentary, Houghton.
Genung, J. F., Words of Koheleth, Son of David, Houghton.

Carnegie Library of Pittsburgh—Continued

Hopkins, A. A., Book of Progress, 3 vols., New York, 1915.
Janvier, T. A., In the Sargasso Sea, Harper.
Kinzbrunner, C., Alternating Current Windings, Van Nostrand.
Murdoch, Jos., The Microscopical Determination of the Opaque Minerals, Wiley.
Pomeroy, S. G., Little-known Sisters of Well-known Men, Estes.
Ritenour, J. S., Journalism as a Profession, 1899, Nelson.
Van Water, George, The Poetical Geography, New York, 1864.
Wilson, J. G., Thackeray in the United States, 1852-53; 1855-56, Dodd.

Gerard Carter, 12 So. Broadway, St. Louis, Mo.

Magus, by Francis Barrett.

C. N. Caspar Co., 454 East Water, Milwaukee, Wis.

U. S. Geol. Prof. Papers, nos. 27, 45, 49, 51, 57, 60.
Gostwick & H., German Literature.
Melody of the Heart.
Pike, Moral and Dogma.
Le Gallienne, Old Country House.
Sterling's Southern Orator.
Davis, Great Harmonia, vols. 2, 3, 4.
Osman, Cleaning and Renovating at Home.
Browne, Words and Phrases.
Lewes, Acetylene.
Brewer, Character Sketches, vol. 3, ½ mor.
Cleasby & Vigfussen, Icelandic-Eng. Dict.
Todd, Burr Family.
Joshua Reynolds Discourses, ed. by Johnson.
Cook, Life of Florence Nightingale, 2 vols.
Wilson, Treatise on Punctuation.

The Centaur Book Shop, 24 Chancellor St., Philadelphia, Pa.

Robinson, Edward Arlington, The Torrent and the Night Before.
Saltus, Lords of the Ghostland, first edition.
Arthur Cosslett Smith, The Monk and the Dancer.
Willa Cather, The Bohemian Girl.
Willa Cather, April Twilights.
Cabell, The Rivet in Grandfather's Neck, first ed.

Chamberlain Bros., Pittsfield, Mass.

1914 Baedeker for Egypt, second-hand.
1912 Baedeker for Palestine, second-hand.

George M. Chandler, 75 East Van Buren St., Chicago, Ill.

Buckley, Phallicism in Japan.
Dahn, Felicitas.
Fahie, Galileo.
Whitman, Leaves of Grass, 1st ed., 1855.
Winter, Shakespeare's England.
Thomas, Roman Life Under Caesars.
Tillinghast, Picture Studies, 2 vols.
Garland, Main Travelled Roads, Limited ed.
Czapek, Chemical Phenomena.
Greville, Costumes of All Nations.
Horner, The American Flag.
King, Stories of Scotland.
Reid, Seeing South America.
Taft, History of Amer. Sculpture.
Woodbury, Pencil Sketches of Trees.
Surtees, Jorrocks, Jaunts and Jollities, reprint.

City Book Co., 6 East Pleasant St., Baltimore, Md. [Cash]

Hanson's Old Kent.
Maryland Histories.
Peter Ibbetson, by Du Maurier.
Old Sporting Books.
Set Scribner's Henry James Novels, Definite ed.
Interpreters and Interpretations, by Van Vechten.
Quick or the Dead, Amelie Rives.

City Book Store, East Liberty St., Wooster, Ohio

London Churches Ancient and Modern, Bumpus.

The Arthur H. Clark Co., 4027 Prospect Ave., Cleveland, O.

Shakespeare's Works, Vale Press edn., 40 vols.
Chittenden, Early Steamboat Navigation on Mo. River, 2 vols., Harper.
Ratterman, German Pioneer, 1869.

BOOKS WANTED—Continued

The Arthur H. Clark Co.—Continued

Umfreville, Present State of Hudson's Bay, 1790.
Bryan, Dict. of Painters, etc., Rev. by Williamson, 5 vols.
Withers, Chronicles of Border Warfare, 1831.
Nation; Weekly Jl. of Politics, set.
Diseases of Children prior to 1800, anything relating thereto.
Garces, On Trail of Spanish Pioneer, 2 vols.
Newspapers of London, N. Y. or Chicago, any long runs.
Conrad, Uncle Dick Wooton.
Art in America, Jan., 1921 to date.
Adams, Chapters of Erie.
Head, Franklin H., any works by.
Stephen, Reviewers Reviewed, 1872.
Hazard, Register of Pa., vol. 8 to end.
Ill. Hist. Soc. Jl., vols. 1, nos. 2-4.
Outlook, N. Y., vols. 1-47.
Munsterberg, Psychology and Social Sanity.
Hamilton, Materials and Methods of Fiction.
McKenney, Memoirs, Official, and Personal, 2 vols.
Atherton, Bell in Fog.
Analyst (Des Moines), vols. 5, 6.
Lincoln, Abraham, Works, ed. by Lapsley, Federal edn., 8 vols.
Garrett, 100 Choice Selections, nos. 6 and 17, 1st edns.

The John Clark Co., 1486 West 25th St., Cleveland, O.

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Tyler, Letters and Times of the Tylers.
Wallace, History of Ill. and La. Under French Rule.
Watson, List of Plants from Southwest Texas, etc.
Willson, American History, inc. History of Texas.
Adams, Wm., Elements of Christian Science, 1850.
Collins, Historical Sketches of Kentucky, 1848.
Gautier, Mademoiselle de Maupin, cheap edn.
Journal of the Illinois State Historical Society, vol. 1; vol. 3; nos. 1, 3, 4; vol. 4; vol. 11, no. 1.
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Yearbook of Railway Literature, vol. 1, 1897.
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Robinson, Catalogue of Casts, Greek and Roman Sculpture, Museum of Fine Arts, Boston.

Colesworthy's Book Store, 66 Cornhill, Boston, Mass.

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Chevreuil or Maxwell on Color.
History of Mathematics, Compte.
N. Y. Sun, Dec. 22-28, 1921; Mar. 16, to May 10, 1922.

Columbia University Library, New York City

Poe, Edgar Allan, Complete works ed. by Harrison, Virginia ed., vols. 2, 4, 5, 6 and 14. 1902, Crowell.
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Federn, Karl, The Origin of the War: Facts and Documents, Dillingham Co., 1915.
Reed, John, The War in Eastern Europe, Scribner's Sons, 1916.
Baker, Newton D., Frontiers of Freedom, Doran, 1918.
Burgess, John W., The European War of 1914: its causes, purposes, etc., McClurg, 1915.
Adler, Felix, The World Crises and Its Meaning, 1915, Appleton.
Bigelow, Poultney, The Borderland of Czar and Kaiser, Harper & Bros., 1894.
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Williams, Edward H., The Question of Alcohol, Goodhue Co., 1914.
Mellor, J. W., Treatise on Quantitative Inorganic Analysis, 1913, Griffin.
Muir, R., Nationalism and Internationalism, Houghton.
Lichtenberger, H., Germany and Its Evolution in Modern Times, tr. by A. M. Ludovici. Holt, 1913.
Matthaei, L. E., Studies in Greek Tragedy, Putnam, 1918.
Barnard, Henry, Memoirs of Eminent Teachers and Educators with Contributions to the Hist. of Education in Germany, Rev. ed., Brown & Gross, 1818.
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Meyer, Nadine Narska.
Morgan, L. H., League of the Ho-De-Ho-Sau-Nee, ed. by Lloyd.
McLean, Francis H., The Formation of Charity Organizations in Smaller Cities, Russell Sage Foundation, 1910.
MacGill University Magazine, December, 1907.
Mines, Mines and Copper Handbook, volume 15.
Mythology and Siege of Troy, Japan paper, Remarque proof ed.
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Illustrated Times, 1880 to 1885.
Illustrated News, 1889 to 1892.
James, Richard Coeur-de-Lion.
Kipling, Mandalay, 1898.
Keppel, Golden Age of Engraving.
Kennedy, W. S., Poems of the Weird and Mystical Way, Boston, 1885.
Keyes, Geneology of the Keyes Family, Brattleboro.
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Lovejoy, Nature in Verse, S. Bendett Co.
Dorrance, Sorauer, The Records, Wilkes Barre, Pa.
Pflanzenkrankserten.
English Trans., vol. 1.
English Title, Manual of Plant Diseases.
Hansratn, A., Antinous: Romance of Ancient Rome, trans. by Salford, New York, 1882.

Franklin Bookshop, 920 Walnut St., Philadelphia, Pa.

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Millspaugh, Amer. Medicinal Plants, 1887.
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Masters in Art, Aug., 1906; Jan., July, Aug., 1908; 1909, all.
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Owen, John, Sceptics of Italian Renaissance.
Prichard, Chron. Don Quixote; Don Q. in Sierra.
Pulci, Luigi, Morgante, the great, Transl.
Savage, Philip Henry, Poems, Bost., 1891.
South Carolina, Upper, Hist. of, by Logan.
Strauss, Biog. Roger Williams. N. Y., 1894.
Thanet, Stories that End Well.
Voyage of the Duff.
Genealogies: Betts of Wortham, by Doughty, 1912.
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Hutching's California Magazine, 1857, Aug., Sept., Oct., Nov., Dec.; 1858, Jan., Feb., April, June, July, Aug., Sept., Oct., Nov., Dec.; 1859, May, Sept., Dec.; 1860, Feb., Mar., Apr., May, June, July, Nov., Dec.; 1861, Feb., Mar., April, May, June.
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Goldsmid, Bibliotheca Curiosa, any vols.
Guiney, Louise I., anything by.
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Shakespeare, Edinburgh folio ed., 40 vols.
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Harrisse, Bibliotheca Americana Vetustissima, New York, 1866.
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Quevedo, Works in English.
Taney, Pioneer Women of Kentucky.
Bulfinch, Oregon and Eldorado, Boston, 1866.
C. P. A. Solutions.
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Delineator, April, 1920.
Pictorial Review, January, 1919.
McClure's Magazine, November, 1920.
Modern Priscilla, May, 1921.
McCall's Magazine, August, 1920.

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Robinson, English Harmony of the Gospel, orig. ed.
Works of Archibald C. Gunther.
Brewers' and Malters' Accounts.
Holme, Modern Etchings, etc.
Modern Wood Cuts and Lithographs by British and French Artists.
Holme and Holton, Modern Book Illustrators.
Sturgis, Architectural Dictionary.
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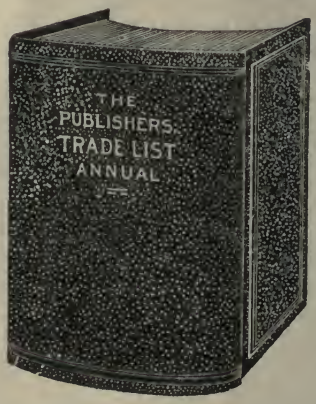

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The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
FOUNDED BY F. LEYPOLDT

June 17, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The Dignity of Campaigning

WHILE among those who handle books there has been an increasing stimulus from special campaigns and promotion, there has been naturally some query as to whether such book promotion might lessen the dignity of the work of distributing books. Some people have felt that the enjoyment of reading is not a thing that can be extended by special promotion. Some have felt that the plan of "weeks," which has been used for so many purposes lacked poise. A comment in an English trade paper is that the English reading public would feel that slogans were an attempt to coerce them. The announcement of a second Canadian Book Week has brought from one or two quarters there the comment that the program was out of key. No one can doubt that books are a class of merchandise that must be handled with due respect to the contents, but there is also this to be said, i. e., that books contain material that creates an enthusiasm among those who handle them, enthusiasm which makes the enthusiast willing to forego a little personal dignity in the effort to make others see the importance of the printed word.

Religious leaders might prefer to state their ideas from the platform in even-toned sentences, but the need of gripping the audience develops the art of pulpit oratory. Leaders in politics might prefer to state their cause with poised reasoning, but their enthusiasm for their beliefs and their hope of registering a majority vote leads them to use anything but calm methods in forwarding their points. Believers in what books may do, whether it be for children or adults, cannot but feel that it is so important that everyone should have an appreciation of the importance of books and the opportunity to reach them, that they must at all hazards and by any means put this cause before all who can be persuaded to listen. The distribution of books is only a part of the educational and diversional program of the country but it is a cause that appeals to so many that it is not surprising that these people are found working together on such plans as Children's Book Week or Religious Book Week, and in the Year-Round Bookselling Campaign, using the press, platform, poster and exhibit to bring the cause of books to the attention of the people. It is not usually the enthusiast that hurts a good cause by too much enthusiasm but the person who, while believing in the cause, deprecates any dramatic effort to get a hearing. We have seen few book promotion efforts that have fallen on the side because of over enthusiasm, tho many have suffered from chill.

The Bookstore in the College Town

ONE of the very encouraging developments in bookselling in the last few years has been the reappearance of the general bookstore in the college town, and we are especially glad to print at this commencement time an article on college reading by the manager of one of the most successful experiments in this field, Marion E. Dodd of the Hampshire Bookshop, Northampton, Mass. In too many cases the bookstores in college communities had become depositories for textbooks, and perhaps many institutions do not realize that a college community without a general browsing ground for the reader is a community not fully measuring up to the need of youth.

Sometimes, indeed, members of a faculty have expressed the idea that the bookstore diverted students from the textbooks and that the prescribed books compassed the whole necessary reading of the student body with a little allowance for what is done among the million-reader magazines. A change in this point of view quickly comes about when the college bookshop is rightly conducted, and the time must be at hand when every college will give encouragement to the establishment of the type of shop which has become a happy feature near many campuses.

Those who are thinking of entering bookselling might do well to think over the book situation in the college towns with which they have had contact and see whether there is not an opportunity to enter into what is bound to be a growing and important field.

The Edison Questionnaires

PERHAPS nothing could have given a quicker stimulus to the idea of broad general reading for information than the discussions during the past year of the Edison tests. Thousands of people have looked the questions over as printed in the papers, and, whether they believed in this method of personnel selection or not, they have been made conscious of their own lack of general knowledge and perhaps have set about reading in new directions. Out of 1,000 young men who have been thru the questionnaire mill in the last year, about 90% have made a poor showing, according to William H. Meadowcroft, author of "Boy's Life of Edison" and secretary to Mr. Edison.

To answer such a list of questions successfully a regular school training is not enough, it being the purpose and function of such training to teach the scholar how to read and use the tools to knowledge without expecting that he will complete his reading within the school walls.

It is not enough to be a busy reader outside or after school. A busy reader may be merely a skimmer, reading to kill time or to save himself from being left alone with his thoughts. What is needed is that the readers of newspapers, periodicals and books should have the selective eye and the quick brain to find what is worth while, to catch the relation between all kinds of information and automatically to file away the kind of thing that has permanent value or valid relationship to other knowledge. In the new printed list of questions there are many questions that would have been easily answered by the person familiar with books and bookshelves—such questions as "Who was Barbara Frietchie?" "Who wrote 'The Aeneiad ' " "Who was Marcus Aurelius?" "In what country was first laid the story of 'Evangeline'?" "Who was Humboldt?" etc. There are numerous other questions the answers of which would come quickly to the mind of anyone well read in the best books of travel, history or science—"Where is the Alhambra?" "What did Lewis and Clark do?" "Who was Horace Greeley?" "Who was Charlemagne " "Name six tribes of American Indians," etc. The Edison people report that the great majority of those who have passed these tests and entered the Edison work are still in their employ and doing well. Many other big employers have been greatly interested in Mr. Edison's methods and their results and have been consulting with him about similar questionnaires.

An increase of this kind of discussion and a better understanding of the importance of alert interest in all kinds of information will have a widespread effect in increasing the inerest in books. Mr. Edison himself has an encyclopedic knowledge of science, a wide reading in history, travel, and a smaller acquaintance with general literature, but the lists show a balance between different departments of knowledge.

Kelly Introduces Measure To Repeal Postal Rate Increase

A bill designed to give relief to newspapers and magazines which have claimed that the continuation of the second-class postage rates, originally imposed as war taxes, would seriously affect the publishing industry, was introduced in the House to-day by Representative M. Clyde Kelly of Pennsylvania, well-known to booksellers as co-author of the Kelly-Stephens bill. The Kelly bill would repeal the last two of the four increases in postal rates which were made under the War Revenue law of 1917.

According to Mr. Kelly, the rates asked for would still give the Government 175 per cent more than the pre-war rates and would "not relieve the publishing industry of one cent of the other Federal taxes paid by it in common with other industries."

"The newspapers and other periodicals are the very fountain source of first-class and fourth-class mail. They also perform an invaluable service in freely carrying messages of the Post Office and other departments of the Government direct to the people. They are really selling agents for the Government, but they get no commissions on their sales. It is a commonsense policy to give them advantageous rates in the mail.

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The Kelly bill has been referred to the House Post Office Committee. Hearing will be held at an early date.

What College Girls Read

By Marion E. Dodd

The Hampshire Bookshop, Northampton, Mass.

THE temptation, of course, is to theorize about what college girls *should* read and not what they *do* read, for the tendencies of our own day are nowhere reflected with more crystalline clearness than in the younger generation now at college. There is certain reference reading that is required and has to be done in order to pass a course; there is recommended reading which may or may not be done, and there is that fascinating realm of reading which gradually offers itself for the student who does all the required and recommended reading. The instructor who succeeds in rousing enough interest in his course to induce the students to go far afield voluntarily is the personality who counts for most in any institution of learning. The individual members of the faculties of our colleges are, with comparatively few exceptions, failing to lay enough emphasis on the ownership of books in their teaching, and it is an opportunity that they cannot afford to ignore. The teacher who has to force his class thru on a minimum of required reading ought not to be allowed to teach because he is not teaching in any sense of the word. One sure test of a successful course is whether or not students acquire or continue to pursue the habit of reading. According to my observation, the enthusiastic student is driven to the ownership of good books and forms a discriminating taste involuntarily; it is part of her college work. It is true that there are students who cannot afford to leave college with the nucleus of a good library, but it is just as possible to instill the reading habit in this earnest and interesting group of girls who know the value of money.

Teaching Book Ownership

It is exasperating to watch the annual stream of graduates and to reckon the proportion who are going into "the wide, wide world" without the equipment which they have a right to *require* from their college or university.

A bookshop in a college town can do an unlimited amount of work in supplementing the efforts of any college faculty, if the cooperation is close. It is almost unbelievable that any member of any faculty should resent this point of view on the part of a bookshop, but such resentment exists in the type of person whose scholarly mind is pained by any influence extraneous to the sacred precincts and beyond the absolute control of the administration. The cooperation of the progressive and open-minded who recognize that the influence and ready cooperation of a good bookshop may be of inestimable value in the "educative process" is taken for granted, however.

With this indication of the possible development of book ownership and the habit of reading, it is natural to find that college girls today are reading almost everything in modern fiction, poetry, essays, drama, biography and practically *nothing* in history, economics, sociology, religion and philosophy. This is extraordinary in a time which is seething with labor troubles and more upheavals in all directions than have existed in the history of the world. There is something the matter if their minds have not been roused to a state of curiosity *at least.*

Taste and Leisure

Reading for the purpose of acquiring specific knowledge of a subject is one thing, reading as a means of providing thought is another, and reading as a producer of interest is still another. Reading to pass away time or as a relaxation is of little immediate interest to the teaching staff, and yet the formation of good taste in books determines the yield of the leisure hour. There is nothing new in all this, but we must all realize that it is no longer possible to pass by the many opportunities for constructive work in colleges and universities in the field of reading and book ownership, which are in their right relationship only when they are conceived as following one another as the sun the rain.

Book ownership involves a personal library, the formation of which should be the concern of every member of every faculty. Instead, book ownership is viewed with an indifference which can but lead to the conclusion, at least in the majority of cases, that there are certain reasons why it has been discarded as either impractical or unwise. The aspect of the commercial taint in advising purchase of any but text books, the reluctance to urge the expenditure of funds for a definite purpose, and the short time in which certain courses have to be completed are doubtless all involved, but these are all superficial objections. Imagine, if you can, the difference in the attitude toward scholarship in the college which, from the first day of Freshman year, emphasizes steadily thruout the four years the tremendous advan-

tage a carefully selected library would be to the student in his or her college career and in after life. If you questioned the teaching staff on this point, there would probably be few who would dispute the results.

In required supplementary reading, where students have a choice of two or three books, we are often asked which is the shortest, showing a lack of interest and no respect for the books recommended, whereas if the instructor had taken the time to speak of certain books from the angle of book ownership, the whole attitude of that student might have been changed. Bookshops have done this work for the faculty in several instances and been fully repaid by interesting girls in their courses quite definitely. In the trials of the notorious murders of the classics in Freshman English, there would be a cloud of witnesses from Alumnae the world over who would testify in everlasting grief to the ruin of hopes and expectations. See Randolph Bourne's "History of a Literary Radical!"

The habit of acquiring books indiscriminately is to be deprecated, so is that fatal fervor of the collector who has shelves of first editions and rare books of which he has no knowledge except as the highest bidder in an auction room. This is not book ownership but merely physical possession. The contents must be of significance to the purchaser from some point of view either to meet his library necessities or to satisfy some special interest or hobby.

J. H. Robinson in his "Mind in the Making," says: "On these mediæval university professors, the schoolmen, Lord Bacon long ago pronounced a judgment that may well stand today:

" 'Having sharp and strong wits, and abundance of leisure, and small variety of reading, but their wits being shut up in the cells of a few authors (chiefly Aristotle, their dictator). as their persons were shut up in the cells of monasteries and colleges, and knowing little history, either of nature or time (they) did out of no great quantity of wit spin out unto us those laborious webs of learning which are extant in their books.' "

This may or may not be true today, but there is always the danger that any life which is so segregated in institutions large enough to be worlds in themselves, may produce this "shutting up" process and closed minds. It is a thing to beware of in our colleges to-day.

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Buff, A Collie. Terhune.
Peacock Pie. de la Mare.
Maria Chapdelaine. Hémon (10 copies).
Tess of the D'Urbervilles. Hardy.
Lost Valley. Gerould (5 copies).
The Man Who Laughs. Hugo.
Notre Dame. Hugo.
Walker's Rhyming Dictionary.
Burns' Poems.
Parody Outline of History (4 copies).
Flecker's Poems.
Convention and Revolt in Poetry. Lawes.
Squire's Anthology of Modern Poetry.
Modern British Poetry. Untermeyer.
Drinkwater's Poems.
If I May. Milne.
Eat and Grow Thin.
Best Short Stories of 1921. O'Brien.
The Young Enchanted. Walpole (3 copies).
Erik Dorn. Hecht.
The Springtide of Life. Swinburne.
If Winter Comes. Hutchinson.
Portrait of a Lady. James.
Life of Benvenuto Cellini. (Brentano Edition).
Story of a Round House. Masefield.
Private Papers of Henry Ryecroft. Gissing.
The Warden. Trollope.
Men, Women and Boats. Crane.
Beginning of Wisdom. Benét.
Little Flowers of St. Francis. (Le Roy Phillips edition).
Youth. Conrad.
Russian Bank. Foster.
Rewards and Fairies. Kipling.
Puck of Pook's Hill. Kipling.
Brass. Norris.
Pepys' Diary.
Eminent Victorians. Strachey.
Cytherea. Hergesheimer.

Best Sellers Among College Girls

Some of our best sellers have been the following.

NON-FICTION

Wells' Outline of History.
Strachey's Eminent Victorians.
Strachey's Queen Victoria.
The Mirrors of Downing St. By the Gentleman with a Duster.
Education of Henry Adams.
Americanization of Edward Bok.
Van Loon. History of Mankind.
Hudson. Far Away and Long Ago.
Gibbs. Now It Can Be Told.
Dunsany. Plays and Tales.

POETRY

Brooke. Poems.
Drinkwater. Poems.
Frost. North of Boston, etc.
Millay. Second April, Renascence, etc.
de la Mare. Collected Poems, Peacock Pie, etc.
Masefield. Collected Poems and Plays.
All of Christopher Morley's books.
E. A. Robinson. Collected Poems.

Vachel Lindsay. Chinese Nightingale, the Congo, etc.

FICTION:

Parody Outline of History. Stewart.
Cruise of the Kawa. Traprock.
If Winter Comes. Hutchinson.
The Beginning of Wisdom. Benét.
This Side of Paradise. Fitzgerald.
Maria Chapdelaine. Hémon.
Potterism. Macaulay.
Dancers in the Dark. Speare.
Fortitude. Walpole.
Erik Dorn. Hecht.
The Young Enchanted. Walpole.
Conrad.
Kipling.
Mary Roberts Rinehart.

We know we could have doubled our sales on certain books if we had considered them worth the paper they are printed on, including "The Beautiful and Damned" and "Cytherea."

Certain books have been in the best sellers class because their sale has been stimulated by our lecturers, Sir Philip Gibbs, Vachel Lindsay and John Drinkwater; others have been the center of interest in some English course like E. A. Robinson's Collected Poems, John Masefield's Poems and Plays, etc.; most of them have been put there by our own effort, and a few of them in spite of our efforts to the contrary.

There are distinct groups who read a certain class of fiction including "Erik Dorn," "Cytherea," "The Beautiful and Damned," "Brass," etc. It is often possible to divert girls from buying perfect trash to something which has real literary value, but *not this group* as witness the following episode:

Enter student:—"Have you a copy of 'Cytherea?'"

Clerk:—"Yes, but if you are a Hergesheimer enthusiast it does not come up to some of his other books."

Student:—"I want to give it to my brother."

Clerk:—"How about 'The Young Enchanted?'"

Student:—"Is it morbid? I must have something morbid because my brother prefers that kind of book."

Clerk:—"No, it isn't in the least morbid. Why don't you try to switch him off on some other line of reading?"

Student (doubtfully):—"Well, I know he would rather have the morbid book, but I'll take this if it's really any good."

Clerk (wrapping the book),—"It's a good story."

The final result was that the girl came back in the afternoon, went to *another* clerk and exchanged "The Young Enchanted" for "Cytherea!"

It is said on good authority that "The Sheik" has been read widely by college girls and that copies have rented from 25c a night up! We as a bookshop have not sold more than 5 or 6 on special order, for it is not carried in stock.

There are other groups which hover round the fine bindings and are interested in preserving for themselves or their friends their favorites in appropriate and beautiful leathers. There are still others who have begun the catalog habit and already are checking English catalogs and picking up some old thing that appeals to their imaginations or fits in an empty niche in their libraries. There is the poetry group and the drama group, both of which are quite distinctly products of vital courses in the curriculum. And there is in the great majority the girl of wide interests whose mind is open and curious, who, to quote a senior, says there must be no barrier between her and the books, for she wants what she has come to discover.

On the whole the college girl is reading good things, but the temptation to read the current fiction of to-day with the lure of sex-discussion to the fore, is irresistible, and the Fitzgerald stuff and "The Sheik" and their like are wasting valuable time and money of students whose minds should be on more serious business. Bridging the hiatus between class-room and leisure time should certainly not rest altogether with the ingenuity of the bookseller, but should engage also the best efforts of teachers—particularly, at the present time, teachers of history, economics and sociology.

In Praise of the College Bookshop

[The following letter is reprinted from The *Book Scorpion* published by the Hampshire Book Shop.]

IN the cultivation of a healthy desire for reading as well as in supplying appetites already stimulated by college teachers and fellow students the bookshop in a college town has a real function.

A bookshop so located and intelligently managed is fully as valuable, I think, as any department of the college. It is, indeed, more than a "Service of Supply"; it is something of a "General Staff" as well, wisely suggesting new interests, pointing the way to new vistas, and supplying a healthy balance in reading.

It may not only supply the more obvious book needs of students and suggest new interests, but by emphasis in its sales displays and arrangements it may cultivate better standards and finer taste in book buying and reading. The casual buyer, confronted by a table of what Mr. Canby has termed the dime novels of yesterday that sell for two dollars today normally selects from the group of books

before him. But where there is an attractive array of significant work—biography, drama, politics and economics, poetry, fiction, science, essays—the average person is encouraged and required to develop and exercise intelligent criteria for selection.

Furthermore the bookshop may introduce us to our contemporaries. College work generally overlooks the literary efforts of our fellows, who need a hearing, or rather a reading, for encouragement. After all we cannot expect to promote the artistic and literary life of the nation unless we become familiar with it and try to understand it. The supplementary function of supplying lectures and readings by contemporary writers encourages this very desirable result. We who are studying should be the first to seek out those of our own generation who are trying to give significant expression of the society of which we are a part.

Finally to the college teacher the ideal bookshop is a necessity. It brings to the remoter places something universal and cosmopolitan. It breaks down that curse, unhappily found even in the cultural colleges, of narrow interests. The teacher of a particular subject may browse among the new—and old—books in other fields of interest and profit.

It should be unnecessary to add that these qualities of the bookshop should all aid in encouraging students as well as teachers in developing their own libraries. These will constitute both from their content and their associations the background of our lives, helping us to interpret ordinary events, or to forget them, because of the grander forces and greater people with whom we have become acquainted thru books.

It is not only a pleasure but I think booklovers will agree a duty, to express in even an inadequate way appreciation of the part that the Hampshire Bookshop is playing for us all in this neighborhood, a part similar to that of the Dunster House Book Shop in Cambridge, and the Brick Row Book Shop in New Haven.

JOHN M. GAUS, *Professor of Political Science, Amherst College.*

THE LITERARY EDITOR of the *London Sphere* has reached the conclusion that "The Cruise of the Kawa" is not authentic. He even insinuates that the photographs of Traprock's adventures in the Filbert Isles were made in a moving picture studio. He writes: "The book is so obviously a fake, and even the illustrations seem to me to be a strain after funniness, which does not come off. Such photographs could, I imagine, be produced in any film factory."

On the College Girl's Bookshelf

AMONG the contributions to "The Bowling Green" column of the New York *Evening Post,* when the Vassar girls took charge of the department for a day, was the description of firsthand investigation of an actual college girl's reading table with the following results:

The Bowling Green's investigation of the books in a ship's library started us on an investigation of our own. With Briggs, we mused, "Wonder what college girls read?" We pounced upon an unsuspecting friend who, we understood, had neither a high nor a low brow reputation. On the table ready for immediate use we were relieved to find "A Nonsense Anthology," by Carolyn Wells. "The Luck of Roaring Camp" and "Deburau" elbowed Carolyn. Next came Addams's "Peace and Bread" and the "Parody Outline of History." Johnson's "Well of English and the Bucket" made the serious win by a not too easy majority. A small bookcase near the table ran to matched sets—Bernard Shaw, five poets of the Browning period, Chekhov, and Stevenson and Kipling decidedly in the majority. A Bible and a lonesome Thackeray occupied an upper corner. We drew a long breath of relief. Perhaps after all it was better to have read wisely rather than too well. Then came our discovery! Discreetly retiring behind a large morris chair was a twin book-case. We ran our eye over it. Entirely fiction—Farnol, Ralph Connor, Stevenson again, Gene Stratton-Porter, Baroness Orczy, Montgomery. We knew them all. Thoroly mixed up with them was quite a lot of Kiplong, and there, O Christopher! "Shandygaff" in a dark and gloomy binding, next to Oliver Herford and "Stover at Yale."

Meeting of the Board of Trade of the American Booksellers' Assn.

A MEETING of the Board of Trade of the American Booksellers' Association was held on June 6th. Chas. E. Butler of Brentano's was re-elected Chairman, in spite of his vigorous protest that ten terms should make him exempt. Chas. A. Burkhardt of E. P. Dutton & Company was re-elected Recorder and Custodian.

The Board voted to accept S. A. Everitt's invitation made at the Convention that a committee of three meet with a similar committee of the publishers to discuss the matter of books offered as premiums for magazine subscriptions.

There was an informal discussion of the Kelly bill, and all members were urged to do their best to further its passage.

Business Research Departments Make New Markets for Books

By Waldon Fawcett

BUSINESS research departments have come into the market as buyers of books, but the present extent of purchases is but a beginning, according to the predictions of research specialists. Book publishers and booksellers have only to make systematic cultivation of the field to be rewarded with sales in profitable proportions. Not only business books, but reference works in wide variety have place in the research department and its adjunct, the special library.

If there be any lack of appreciation of the size of this new outlet for books it is perhaps due to a failure to understand what business research covers. The name, research department, indicates the character of the work that modern business is setting up, but does not reveal its variety. A research department may be a bureau of research on marketing methods or a clearing house for data on production, but, whatever its scope, it is usually restricted to a given trade or a specific line of commerce.

What a Research Department Is

Casual estimate of research as an incentive to book purchase is also likely to fall short of adequate appraisal because "research departments" are not restricted to the few great industrial corporations that have led the way in the creation of special libraries. Financial institutions, department stores, municipal governments, all manner of public institutions, and trade and technical associations are among the interests that now maintain research departments. The special reportorial and statistical services which have, latterly multiplied unbelievably in the United States are an indication of the trend. The organizers of these information bureaus and data services have reaped a harvest that belongs rightfully to the book-trade.

Strange as it may appear,—and publishers are by no means blameless,—the research departments have not universally discovered books as the supreme source of information. There has been for the most part reliance upon clipping bureaus, upon the above-mentioned special services, and upon first-hand reports from members of the organization, instead of making books the foundation of research. There are research departments maintained by big corporations that are brave with files for preserving and classifying information in fragmentary form, but that do not muster a dozen books. The head of the research department of a leading firm in the automotive field recently confessed that he frequently expends $10 worth of time in a trip to a public library to consult this or that book which might be purchased outright for $2 or $3.

The difficulty seems to be not so much that research specialists do not appreciate the wisdom of fitting the department with a small working library and adding to it systematically, as that boards of directors or the executives higher up have not reacted to requests for appropriations for books. This in turn is due, seemingly, to misconceptions that are almost too ridiculous for recital. First, the assumption that what has been printed in books must be known to all investigators and that consequently there is no need to make it of record in a research department which, by fanciful tradition, is to be devoted to the assemblage of first-hand information not obtainable thru any other source. Second, the suspicion that what is public property via book publication must be known to all men, competitors included, and that consequently the lore is of less value than the secrets that a research department might extract by the questionnaire.

Books Are the Corner Stone

Gradually, tho, recognition is coming that books,—general reference works and the bibliography of the special sphere—should form the corner stone of the research department. Dorsey W. Hyde, Jr., well-known thru his connection with the U. S. Chamber of Commerce and President of the Special Libraries Association says that there are, perhaps, two hundred books that, in the average research department would be consulted almost daily. The recent increase in the publication of books on business topics, the advance in number of the business encyclopedia, "annals," year books, etc., and the fund of valuable information loosed thru government publications is calculated to arouse all research workers whose impulse is not to go first to books as the fountain head of information.

It must be reported, however, that research workers are prone to place upon the trade some of the blame for any neglect of books. To begin with, the searchers for special knowledge complain that the average local bookseller does not react enthusiastically to an inquiry for the type of book that is needed in the average research department. It would be too much to expect that the technical or

reference volume would be found in a bookstore picked at random, but the specialist feels the slight of a bookseller's failure to offer to place an order with the publishers. It has been suggested as the probable explanation of the attitude of the luke-warm retailer that an inquiry from a research department implies only the isolated sale or purchases at long intervals. As will be shown later, however, this idea of small sales is not always justified.

With book publishers, as well, these research workers have a bone to pick. Here the grievance is virtually the same as above related, namely that the onus is all on the head of the research department to acquaint himself with books, new or old, serviceable in his department, and the means of obtaining them. Lists of "recommended" business books have been issued, times on end, by commercial organizations. But aside from the fact that the average list is of entirely too general a character to serve the purpose of the specialized research department there is the further disqualification that almost never does such a list contain the complete name and address of the publisher or importer and the price of the volume.

What research workers and special librarians as a class desire is a central agency or clearing house thru which blanket orders might be placed for all the books on a given subject. Only a few weeks ago, for example, an American authority received from a friend in Australia a remittance of $250 with the request that he purchase every volume in print in the United States on a certain phase of municipal engineering. And the recipient of the letter, too busy to give it personal attention, mourned that he knew of no purchasing agency in the book field to whom he could with confidence entrust the commission. The visionaries in the research field fully realize that they cannot hope, at least not yet, for agencies that will consolidate the products of all presses on a given subject, but they plead for listings so complete in identification of publishers that a research librarian may at least fill his wants by means of a single letter or order for each volume.

Publishers' Co-operation Needed

A grumble is heard in some research quarters that book publishers are prone to leave to the research men the entire responsibility of keeping track of new books. One research executive who has gained the reputation of acquiring every new book in his field with the utmost promptness tells the writer that it is thanks to no solicitations by publishers that he is thus punctual. He gains the compensations of the early book buyer simply because he employs a clipping service to appraise him of all new listings and personally keeps watch of the trade press for mention of new works. In this same connection it is fitting to remark that research workers are apt to be particularly susceptible to new books. For one thing it is the new book that supposedly exemplifies the latest theory or practice in the field covered.

Again there is the circumstance that many a business research department starts with a modest appropriation. The executive in charge has not the funds to gather forthwith everything that is in print but he is apt to be keen to keep pace with notable current contributions to the literature of his line,—the more so inasmuch as the executives higher up, who dictate as to the research appropriation, are liable to call for a new volume that attracts attention.

Routing Worthwhile Books

This brings us to another and most interesting aspect of the research proposition, viz., the book circulation function as distinguished from consulting and reference work. The research department of an industrial corporation or a municipal government, or what not, does not, as a rule undertake to maintain a circulating library of either popular or technical subjects for the benefit of the office workers or factory employees. That comes more consistently within the educational work of the welfare department. But every research department makes an effort to respond to every consistent demand made upon it by any member of the organization and, in the case of executives, there is developing a form of contact of no little significance to the book-trade.

It is the usual experience that if a corporation or institution has a research department or special library, the publication, say of a new book germaine to the work in hand, will bring from members of the organization staff a certain number of voluntary requests to withdraw the volume for home reading. From this symptom of interest there has developed in not a few organizations a routing arrangement whereby each worth-while book that is added to the library is "passed around" for the perusal of the executives, progressing by means of a schedule which allots a certain interval of time to each reader. Going a step farther, some progressive research men have taken to purchasing several copies of each new book that is likely to be in demand within the organization. And finally, a few organizations have advanced to the point where there is outright purchase of enough copies of any notable volume to supply each executive with his individual copy. This personal service in book selection for busy executives has done much to win boosters for research departments and increase appropriations.

Revised Customs Requirements in Exports to Canada

Invoices

Certified invoices in duplicate are required for customs entry. These invoices (2) are to be sent by the exporter as usual (by mail) to the importer of his agent for his use in making entry of the goods at the customs port of destination in Canada. The importer will also require a third copy for his own use.

Invoice Forms and Certificates

Altho the invoice forms herein are approved by the Customs Department, it will be permissible for exporters to use their own bill heads, for invoice purposes, provided the forms be headed with the words "Selling price to the purchaser in Canada" and "Fair market value as sold for home consumption at time shipped," as in the specimen forms. These headings may be written, printed or stamped on invoices.

The marks and numbers on packages and the proper commercial designation of the goods must also be shown on invoices.

Certificates (to be written, printed, or stamped on the front or back of the invoice, but not pasted thereon) are required to be signed on invoices of goods sold by the exporter prior to shipment.

Valuation for Duty

Whenever any duty ad valorem is imposed on any goods imported into Canada, the value for duty shall be the fair market value thereof, when sold for home consumption, in the principal market of the country, whence and at the time when the same were exported directly to Canada such value in no case to be lower than the wholesale price thereof at such time and place.

Provided that the value for duty of new or unused goods shall in no case be less than the actual cost of productions of similar goods at date of shipment direct to Canada, plus a reasonable profit thereon, and the Minister of Customs and Excise shall be the sole Judge of what shall constitute a reasonable profit in the circumstances.

The Following Certificate of Value is prescribed for invoices of goods sold and exported to Canada, to be signed by the exporter or by a partner, official or employee of the exporter having a knowlege of the facts certified to, and to be written, printed or stamped on the invoice:

Certificate Form "M" Under General Tariff

I, the undersigned, do hereby certify as follows:

(1) that I am the (a) * exporter of the goods in the within invoice mentioned or described:

(2) That the said invoice is in all respects correct and true:

(3) That the said invoice contains a true and full statement showing the price actually paid or to be paid for the said goods, the actual quantity thereof, and all charges thereon.

(4) That the said invoice also exhibits the fair market value of the said goods at the time and place of their direct exportation to Canada and as when sold at the same time and place in like quantity and condition for home consumption, in the principal markets of the country whence exported directly to Canada without any discount or deduction for cash, or on account of any drawback or bounty, or on account of any royalty actually payable thereon or payable thereon when sold for home consumption but not payable when exported, or on account of the exportation thereof or for any special consideration whatever; and that such fair market value is not lower than the wholesale price of the said goods at the said time and place; and that in the case of new and unused goods, such fair market value is not less than the actual cost of production of similar goods at said time and place, plus a reasonable profit thereon;

(5) That no different invoice of the goods mentioned in said invoice has been or will be furnished to any one: and

(6) That no arrangement or understanding affecting the purchase price of the said goods has been or will be made or entered into between that said exporter and purchaser or by any one on behalf of either of them either by ways of discount, rebate, salary, compensation, or in any other manner whatsoever, other than as shown in the said invoice.

Dated at } Signature,
this day of 19 } .....

*(a) Insert the word partner, Manager, chief clerk, or principal official, giving rank as the case may be.

Specimen of Invoice Approved by Canadian Customs for Goods Sold by Exporter Prior to Shipment

(Place & Date) .....

Invoice of
by of
from of
to be shipped from per

Marks and Numbers on Packages	Quantities and Description of Goods	Fair Market Value as sold for Home Consumption at time shipped	Selling price to purchaser in Canada	
			@	Amount

Signature of Seller or Agent

.....

Canadian Book-Trade Problems

At the last meeting of the Canadian Booksellers' and Stationers' Association, resolutions were passed putting up certain situations to the Canadian publishers of Toronto which the booksellers believed were vital to the trade prosperity. These requests received a detailed reply from the Canadian publishers, who are organized as the Book Publishers' Section of the Toronto Board of Trade.

In reply to the request for a maximum discount to libraries of 20%, the publishers replied that "if the booksellers in return for the agreement to maintain that discount, will guarantee that the library business will remain in Canada where it belongs, and that libraries will co-operate by not purchasing from jobbers in London or New York, the publishers will be glad to meet them on that ground."

On the question of cash discounts and datings, the publishers agreed to give 2% 10 days on certain classes of books, provided that the booksellers will accept bank rate of interest on overdue accounts. The publishers agreed to a minimum of 60 days on travelers' orders with mail orders at 30 days.

In the matter of trade discounts the publishers stated that "they regret that 33 1-3% as a minimum discount on all books is quite impossible without raising the prices all around. In the case of many books, largely fiction, this discount is now given by practically every publisher, but as there are so many books where the publisher's agreement with his principal precludes a large discount, the question must be left to the settlement with individual publishers. Until such time as we are placed in a position in which we can secure the same rate on repeat orders from our resources of supply, we cannot grant the request of the Association in regard to quantity prices for repeat orders."

On the fourth point raised, the publishers felt that books were now sold on too close a margin to allow 1% per month on Jannary 2nd dating.

At the same meeting of the Booksellers' Association, a resolution was passed that the United States publishers be asked invariably to observe the principle of granting an extra discount of 10% when orders are sent direct to them by Canadian booksellers.

Why Change Your Ad Copy?

PERSISTENCY in inserting the same advertisement, with no change of wording or illustration. is a trait of some advertisers.

A prospective customer wrote to a firm whose advertisement never seemed to change:

"Have noted your picture of one pair corduroy pants in '*Home Magazine*' for past four months. More I see of them better I like them. If not sold as yet, please enter my order for same."—*Forbes.*

Canadian Book Week

THERE has been considerable discussion in Canada as to whether Canadian Book Week, which was first instituted last year, would be repeated this year. The *Canadian Bookman*, devotes some space in the May number to giving the arguments pro and con. The two arguments most frequently urged against the Week both by those within the Canadian Authors' Association and those without it who oppose its repetition are that it is undignified and that it is as much a demand upon the Canadian public to read bad Canadian literature as good.

The *Canadian Bookman* says, in reply, that since the critics of the Week do not point out any undignified acts in connection with the observances, the charge of lack of dignity seems to fall on the co-operation of authors and publishers, a charge which upholders of the Week are unwilling to admit. In answer to the second charge that bad authors are as generously promoted as the good, the *Canadian Bookman* replies first of all that it is not and cannot be the function of the Canadian Authors' Association to discriminate between authors all of whom may be members of the Association. That is the function of the critics, the public and posterity; and, secondly, that even if a man buys a poor Canadian book, he is not much worse off than if he bought an equally poor American book, a jazz record or seats for a wildly impossible movie melodrama. The majority of the Canadian Authors' Association was in favor of the repetition of the propaganda this year, so there will be another Canadian Authors' Week to be called Canadian Book Week early in November, when the public will be reminded that it owes to its Canadian writers the duty of informing itself as to the merits of their work and supporting such portions of it as appear worthy of support.

Revision of Custom Regulations and Tariff in Canada

THE Commissioner of Finance at Ottawa presented on May 23rd to the Parliament a proposal for some reductions in import duties and some increases in general sales tax. These changes as affecting imported goods went into operation the day after the introduction of the budget bill. Most of the reductions affect the the preferential scale which is applied to products of the British Empire. The reductions applying to the United States are chiefly on products and materials used in farming, dairying and other important Canadian industries.

The sales taxes are increased one-half, which will advance the sales tax added to the duties to 3¾ per cent on merchandise when sold to wholesalers, and to 6 per cent when sold to retailers or consumers.

The act of 1921 to make obligatory the marking of the country of origin on all imported gods has been rescinded without ever having been actually in effect. The governor is still allowed to impose such a requirement at his discretion.

Book Radio from Newark

UNDER arrangements with the Westinghouse Company at Newark, Miss Humble of the Year Round Bookselling Committee has been supplying a speaker for each Sunday in June. On June 11th, William Heyliger, author of "High Benton," spoke on "Vacation Reading for Boys"; on June 18th, S. S. McClure on "Books I Like"; on June 25th, John Farrar on "Important Books of the Past Year." By the arrangement there is no specific promotion of individual titles but a general promotion of the reading idea.

Do Actors Read ?

A LONDON literary paper has been making an investigation to answer the question, Do actors read? The answer is interesting in its details. George Robey, a leading music hall or variety comedian, says the books at present in his stage dressing room include:

Bishop Gore's "Scientific Basis of Morality."
Hilaire Belloc's "The Jew."
Maurice Maeterlinck's "The Treasure of the Humble."

Phyllis Neilson-Terry thinks perhaps she enjoys most:

The Works of Anatole France

and among recent works:

"Joanna Godden."
"If Winter Comes."

Sir Charles Hawtry recently, when recovering from an illness, reveled in

Anthony Trollope, Charles Kingsley, Dickens and Scott.

Seymour Hicks has found nothing to compare with the

Works of Oliver Wendell Holmes.

Arthur Bourchier gives as his list of present favorites

"The Book of Job."
Fielding's "Tom Jones."
De Quincey's "Confessions of an Opium-Eater."
Thackeray's "Vanity Fair."
Dicken's "A Tale of Two Cities.'
Richard Harding Davis's "The Bar Sinister."
"If Winter Comes."

Oscar Ashe says he never reads modern novels.

Hilda Trevelyan writes that she reads with greatest pleasure the works of

Thomas Hardy, Joseph Conrad, Galsworthy, Sheila Kaye-Smith, E. V. Lucas, Leonard Merrick, J. M. Barrie.
"The Foolish Lovers."
"William, an Englishman."
"If Winter Comes."
"The Way of Revelation."
"Joanna Godden."

How the A. L. A. "Book List" is Made

By May Massee

Editor of "The Book List"

THE basis of any selected list is a matter of speculation to the uninitiated. The whole range of inclusions and rejections are a mild mystery to those who do not have a clue. When the Annual Summary Number of the PUBLISHERS' WEEKLY appears with a selected list made up from the A. L. A. Book List, there is always some comment on the basis of the selections. May Massee, the editor of the A. L. A. Book List, recently wrote a very interesting letter to the Publishers' Lunch Club explaining the workings of the A. L. A. Book List. Mr. Harcourt has sent it to the PUBLISHERS' WEEKLY with the suggestion that it might be worthwhile for its readers. Miss Massee says:

"Your interesting letter of April 11 gave me a long pause, as you see, but it means that I have taken careful stock of The Booklist as the expression of library book buying.

"You ask me how The Booklist decisions are made and which books are regarded of little value by the librarians. Perhaps one can best sum this up by describing briefly the process of selection for The Booklist and then by sketching the reasons for rejection of a number of individual volumes which are among the five-hundred-odd also-rans on the shelves behind my desk this minute.

"All the publishers which would be included on the twenty-five list you mention send either all their books or all but their most special books. We make a card for each book showing author, title, publisher, price and date. Besides these books received we check the PUBLISHERS' WEEKLY, announcements and reviews for fugitive titles. These cards accumulate for one month and all the titles are then listed on a sheet called our tentative list.

"These tentatives are sent to over fifty public school, special, and private libraries which are near book centers so that the librarans see the books as soon as they are published. The various librarians vote + and — on titles, double plus for inclusion on any list and double minus for exclusion from any list. (Sometimes, not often, the same title received both a ++ ana ——). They also send notes on the books.

"Returned to the office, these votes and notes with all other reviews and individual notes which come from our special readers are indexed on each book card, and our much augmented file gives an index to what books have been published, what publishers officially think of their output, what professional reviewers, amateurs and specialists in the field think of them and what librarians think can be useful.

"Then it remains for The Booklist to choose the books that respond to needs and to decribe them in carefully descriptive notes.

"Now for the typical discards—some examples from the general publishers:

"Here are three books on marketing, one 'Principles of Marketing,' one 'Marketing Agricultural Products,' one 'Efficient Marketing for Agriculture.' We know that they are all good books; our records show that we have listed in The Booklist ten books on marketing, thirty-nine books on government documents which have at least a chapter on the subject worthy of mention. Five of the ten have been published since 1918, so that they would consider whatever factors had changed because of war conditions. The inference is obvious; it is necessary for The Booklist, that is, the libraries, to make sure that these books are adding to the subject some features not already covered, or that they present the subject so much more clearly that they replace the books already bought by libraries.

"Of course, marketing has become a text book subject which explains the publishing zeal but there can hardly be much general library market for a subject already well covered unless some genius goes to the making of the new book; tho there is a possible sale for libraries which did not buy the earlier books.

"Here is a biography of a queen. She is or rather was a very beautiful queen and many portraits of herself and family at various ages adorn the pages. The paper is bulky, the type large, the text most laudatory, the price five dollars. Any library that wants it can pick it up from remainder lists in a year's time.

"Here is another biography. This time an eminent man but not pre-eminent. The volumes are a beautiful tribute to the deceased and cost ten dollars. Can the libraries afford to pay the tribute? The subject of padded and expensive biographies is a very tender one with library book funds.

"We pass gently by two volumes of the uncollected works of a great man who published much of his good and most of his bad work before he died. The average library does not have that passion for completeness.

"Three books on popularized psychoanalysis because the best authorities are available and libraries might better duplicate those than add others.

"Two books on spiritualism—subject gone

back to average normal interest and plenty on the shelves already.

"Another book of essay-ettes that just didn't happen to hit.

"A wild-eyed book on Ireland. Libraries wish to buy the best books that present both sides of controversial questions and avoid the rest.

"I could go on indefinitely, especially if I dared take up fiction or children's books, but if you felt it necessary to apologize for the length of your letter I must reverse the apology and double it for mine.

"However, it seems that libraries take and reject books for much the same reasons that publishers take or reject manuscripts, and very often the lack of money is the strongest deciding factor. Beyond that it seems that libraries are conservative book buyers; they try to cover all expressions of human interest, but keep on the main lines most of the time, and that, because of the duplication of titles and the limiting of book funds it is no longer possible to bank on a library sale to cover the printing costs of almost any good serious book.

"Under separate cover I am sending you some sample Booklists, tentatives, and criticism slips to use if you think the publishers would care to have them in hand."

The International Book Fair at Florence

By Dr. Karl Blanck

Of the German Society for the Foreign Book-Trade

THE International Book Fair at Florence was opened in May with great *aplomb* and festive ceremony. Florence had donned her fairest robes, and the streets and public places from the railway station to Gardens of the Boboli, the Piazza della Signoria and the Ponte Vecchio were a feast of color, fluttering and blazing with the flags of all nations. There was also a great display of military fringings and of dignitaries in robes and gold chains. The venerable Duke of Genoa opened the exhibition in the name of the King, heralds with silver trumpets blew fanfare, and then the gigantic Salone del' Cinquecento opened its doors to the representatives of the different nations and to the public. There were additional speeches by the heads of the various delegations and by the city authorities. The great cultural significance of the show was emphasized by all and also its value as an agency for the furtherance of peace and understanding.

The Italian section of the Book Fair was naturally the most extensive and elaborate. It filled several great *salles*, and included a hall devoted to the display of Italian book posters, all alive with the rich color and splendid line for which this branch of Italian art is famous. Another room was devoted to various machines used in the printing or binding of books. The products of the great Italian publishing houses were shown to great advantage in well-arranged, tasteful and characteristic displays, all of them true to the traditional Italian style, and even to the tradition of the old publishing towns of Rome and Florence, Milan and Bologna. Great and costly treasures were exhibited here, especially in the field of the bibliophilic and of *de luxe* editions, new editions of the classics, scientific works, *belles lettres*, the graphic arts, art publications and juvenile literature.

This clinging to tradition, to the high and fine tradition of the Renaissance, is obvious in the books produced by the big publishers of Italy who form, in fact, a kind of oligarchy. The most modern tendency is visible in their handsomely illustrated books for the young—these are radiant with color and are full of chaste yet striking innovations in decoration. But in general there is a certain uniformity observable among the old patrician publishers. Each house has erected a kind of altar within a niche and on this the choicest, most perfect specimens of its books have been piled with reverent care. Here we see the exhibits of Alinari, Ricordi, Barbera, Bemporad, Sansoni, the Alonima Libraria Italiana, Belforte, Idelson, Treves, Zanichelli, Mondadori, La Voce and others. The miniature editions of the Collezione Diamante (Barbera) are supreme examples of the book *in petto* and measure no more than 2½ x 3½ inches. The house of Olschki has a series of wonderful reprints, among them a translation of "Volkmann's Iconographia Dantesca."

The section devoted to the books of American publishers is, unfortunately, far from complete. The English section was decorated with beautiful Renaissance furniture, but apart from the productions of the Medici Society, it contains little more than displays of books devoted to Italy. There is a great deal of substantially fine and orthodox work in these volumes, but they are not, in the main, distinguished by the rarified art of the Italians nor by the bold and individualistic innovations of the Germans.

The German section was established in the center of the vast building, instead of being lined along the walls, as was the case with the other foreign exhibits. Over a hundred of the foremost firms in Germany were represented, and the whole was organized under the auspices of the *Deutsche Gesellschaft für Auslandsbuchhandel* (German Society for the Foreign Book-Trade). The tables, shelves and show-cases revealed a bewildering wealth of new things and of old wine in new bottles. There were many new editions of the classics, not only the German classics, but those of all nations, countless sets of ancient and modern authors or works in series, amazing monuments of toil and study, books of and about music, books of reference, books in foreign tongues. atlases, maps, charts. Arranged in cases along the bays, one saw huge portfolios of etchings, editions de luxe, sometimes limited to ten copies, booklovers' special editions. The publishers who have distinguished themselves most in the field of the book beautiful are the Rikola Verlag of Vienna, Richard Bong of Berlin, and the Insel Verlag with its handsome polyglot editions. Kurt Wolff of Munich made a delightful display of decorative volumes, some of tem extremely bizarre yet fascinating, striking a new note, and striking it boldly. The Hyperion Verlag showed some masterly volumes, opulent and costly. George Müller of Munich showed a great array of magnificent volumes garmented in leather.

The German Pavilion

The core or central feature of the German section which aroused great interest and enthusiasm was a kind of temple dedicated to the book and designed by the well-known architect Raymund Brachmann of Leipzig. It consists of a slender pavilion of delicate proportions with much delicate tracery. In the interior all the types of books which have been evolved in Germany are displayed in their order and also in their detailed evolution—the learned book, the book of poetry and art, the book devoted to music, the single book, the complete edition, the collective series. A certain order pursued in correlating these units—as follows: the Cosmos, the Earth, Man, the Nations, the Culture of the Nations, Knowledge and Work, History and Politics, Law and Traffic, Poetry, Art and Music. Within these categories all the activities of the human spirit are comprised, and the visitor obtains a kind of panoramic view of the function of the book and of its tremendous significance to civilization.

The French exhibitors strove to combine a certain systematic grouping in combination with decorative effects. They divided the displays into sections according to the branch of knowledge treated. The house of Hachette may be said to have the pre-eminence here. The tenacity with which the French cling to their favorite styles and to the old, time-honored forms and traditions was also conspicuous here and was in refined harmony with the architecture of the surroundings. There was, however, much confusion in the categories. The French classics were excellent in the quality of the work the technical skill displayed, but it was the repetition of the oft-repeated, and in this sense affected one with a longing for more originality. There were many fine editions de luxe but the monotony of the yellow paper-bound novel was visible in the exhibits of every firm and there were many of the rather trivial and old-fashioned "decorated" title-pages to which the French still cling. The house of Plon-Nourrit had a charming series of artistic bindings.

The Hungarian exhibit had not yet arrived, nor the Japanese. The Spanish section was also distinguished chiefly by empty glass-cases. The Russians were working feverishly and there are no doubt, many surprises to be expected from this direction. In Berlin alone there are now over eighteen Russian publishing firms. The Poles made a very creditable showing, and also displayed a great deal of handicraft work.

There is no doubt that this exhibition will do more to bring about an understanding between the peoples than half a dozen political—economic—financial conferences. This was also the *Leit-motif* of all the speeches which were made at the official banquet. The book was to become a civilizing, enlightening, pacifying instrument in a greater degree than ever before, more potent than the portfolio of the diplomat, the bonds of the great international financiers. In addition to this purely cultural mission of the Florence Book Fair, the commercial side of the enterprise also needs emphasizing—for even during the first days after the opening, lively bartering and ordering ensued.

Good Copy Going to Waste

Your scribe is loaded to discuss
  From records filed and dated
Books seen upon our local bus,
  Train, trolley, elevated.
By straining eye and twisted neck—
  Our bookly bent, you see—
Twelve months we kept diurnal check
  To make this one causerie.

First hand, prime literary stuff!
  Fred Melcher tried to buy it.
Chris Morley would be glad enough
  To fricassee or fry it.
The *Bookman* begged for it with tears.
  (We let John Farrar scan it)
But readers, give three rousing cheers!
  We have resolved to can it.

KEITH PRESTON, in
Chicago *Daily News*.

BOOKSELLING IN '49

THE SACRAMENTO CELEBRATION OF THE "DAYS OF '49" WAS BACKED BY GREAT ENTHUSIASM AND INGENUITY. PURNELL'S BOOKSTORE PUT ON A PIONEER ASPECT BY COMPLETELY COVERING THE FRONT OF THE SHOP WITH CANVAS, SO THAT THE WINDOWS AND UPPER SPACE HAD ALL THE APPEARANCE OF EARLY DAYS, AND EVEN THE SIGN BOARD TOOK ON THE FANCY LETTERING THAT WAS A CHARACTERISTIC OF THE MIDDLE NINETEENTH CENTURY.

A "One-Foot" Shelf of Books

College Course Leads up to Home Libraries

NOT everyone can have a Five-Foot Book Shelf of the kind made famous by Dr. Eliot. Perhaps a want of sufficient space, perhaps a lack of adequate funds keeps many people from having one in their homes. But when it comes to having a One-Foot Shelf of books neither excuse holds. A compact library of the one-foot variety takes up little room and need cost no more than fifteen dollars—what's more, its quality is in no wise dependent on size or price, and books representative of the world's best literature may find a place on it.

Out in Lenox College, Iowa, they have a "Home Library" course which the instructor, Maud A. Earhart, describes as "seeking to do for the intellectual life what courses in cookery and hygiene do for the physical." After giving the students standards with which to judge intelligently both the material make-up and the content of books, the course aims to encourage them in building their own home libraries. In connection with this latter and more practical phase of the course, some pertinent suggestions about really building a one-foot shelf of books are given.

Miss Earhart's class lectures are upon the following topics:

I—Preliminary discussion upon the purpose and the plan of the course.

II—The equipment for the care of the library.

III—The book plate and other desirable accessories of the library.

IV—The physical make-up of the book.

V—The test of a worthwhile book.

VI-IX—The divisions of literature and illustrations of each.

X—Books for increasing efficiency in special lines of work.

XI—Places for procuring inexpensive books.

XII—Suggestions for special shelves.

Outside readings are required from the following:

"Instruction in the Use of Books and Libraries." By Faye-Eaton.

"Books and Their Makers in the Middle Ages." By Putnam.

"Seven Joys of Reading." By Plummer.

"What Can Literature Do For Me." By Smith.

"Kings' Treasuries." By Ruskin.

This unique college course draws to it special comment, but viewing it from the broader angle of its influence on the community thru extension talks given at farm bureaus and neighborhood clubs, it awakens all booklovers to the possibilities of increasing the interest of the general public in a love of good books and reading. Get them to fill a one-foot space with a row of worthwhile books and the rest is easy.

"To add a library to a house is to give that house a soul"—it is this which Miss Earhart emphasizes in her course and adds the words of Lyman Abbot that "a home ought no more to be without a library than without a dining room or kitchen." As one tentative suggestion for starting a library on a one-foot shelf she mentions the following books. All of them can be procured for less than fifteen dollars:—

The Bible
A Dictionary
Green's History of the English People
A Good Book of Travel
Franklin's Autobiography
Poems of Tennyson
Poems of Longfellow
Thackeray's "Henry Esmond"
Hawthorne's "The Scarlet Letter"
Emerson's Essays
Shakespeare's "The Tempest;" "Hamlet."

A habit once formed is hard to break. This one of collecting books no one will want to break.

A Model Home Library

IN connection with Missouri Book Week the Doubleday Page Bookshop of St. Louis offered a prize for the best list of books for a home library. The winner was Frances C. Sawyer, librarian of the U. S. Public Health Hospital No. 35.

The winning list follows:

REFERENCE BOOKS AND GENERAL LITERATURE

1. Bible. American Standard Version.
2. Century Cyclopedia of Names.
3. Webster's New International Dictionary.
4. Bartlett, John. Familiar Quotations. 9th ed.
5. Stedman, E. C. ed. American Anthology.
6. New International Encyclopedia.
7. World Almanac. 1922.
8. Autobiography of Benjamin Franklin. Illus. by E. Boyd Smith.
9. Bunyan, John. Pilgrim's Progress. Illus. by Louis Rhead.
10. Scott, Sir Walter. Ivanhoe.
11. Dumas, Alexandre. Count of Monte Cristo.
12. Mark Twain. Adventures of Tom Sawyer.
13. Dana, R. H. Two Years Before the Mast.
14. Hugo, Victor. Les Misérables.
15. Ordway, E. B. Opera Book.
16. Hughes, R. ed. Music Lovers' Cyclopedia.
17. Cervantes. Don Quixote; retold by Parry.
18. Shakespeare, William. Complete Works. Oxford.
19. Kipling, Rudyard. Inclusive Verse.
20. Hiscox, G. D. ed. Twentieth Century Formulas, Recipes and Processes.
21. Farmer, F. M. Boston Cooking School Book.
22. Pagé. Automobile Repairing Made Easy.
23. Dickenson, T. H. ed. Chief Contemporary Dramatists. First Series.
24. Quiller-Couch, A. T. Oxford Book of English Verse.
25. Hazen, C. D. Modern European History.
26. Breasted, J. H. Ancient Times.
27. Munro, C. D. Middle Ages.
28. Bassett, T. S. Short History of the United States.
29. Green. Short History of the English People.
30. Gayley. Classic Myths.
31. Emerson, R. W. Essays.
32. Hollingworth and Poffenberger. Practical Psychology.
33. Ross, E. A. Sociology.
34. Ely, R. T. Outlines of Economics.
35. Reed, C. A. Bird Guide.
36. Plutarch's Lives.

CHILDREN'S BOOKS

37. Mother Goose. Illus. by Rackham.
38. Arabian Nights. ed. by Wiggin. Illus. by Parrish.
39. Joan of Arc. M. Boutet de Monvel.
40. Andersen, H. C. Fairy Tales. Illus. by W. Heath Robinson.
41. Grimm. Fairy Tales. Illus. by Rhead.
42. Carroll, Lewis. Alice's Adventures in Wonderland. Illus by Tenniel.
43. Stevenson, R. L. Child's Garden of Verses. Illus. by Robinson.
44. Malory's King Arthur. ed. by Sidney Lanier. Illus. by Wyeth.
45. Stevenson, R. L. Treasure Island. Illus. by N. C. Wyeth.
46. De Foe, Daniel. Adventures of Robinson Crusoe.
47. Sewell, Anna. Black Beauty. Illus. by Cecil Alden.
48. Kipling, Rudyard. Jungle Book.
49. Pyle, Howard. Merry Adventures of Robin Hood.
50. Dickens, Charles. David Copperfield.

Unpaid Creators of New Book Business

By William R. Reinicke

PART II.

THAT insects did cause enough damage to books to invite notice may be seen by the fact that the Royal Society of Sciences at Gottengen thought it of sufficient consequence to propose in their assembly on the 10th of July, 1773, a prize to be given to him who delivered the best answers to the following questions: How many kinds of insects are found which are detrimental to records and books? Which of the materials, glue, leather, wood, thread paper, etc., were attacked by each kind? And which is the best and most approved remedy, either to preserve records and books against insects, or to destroy the insects? Among the numerous answers received, Dr. Herman, of Strasburg, obtained the prize.

"To preserve the records and books against insects, and to destroy them, it is proposed: 1. To abolish binding books with wood. 2. To recommend to the bookbinder to use glue mixed with alum instead of paste. 3. To brush all worm-eaten wood in the repositories of books with oil or lac-varnish. 4. To preserve books bound in calf brush them over with thin lac-varnish. 5. To allow no books to lie flat on shelves. 6. To preserve papers, letters, documents, etc., in drawers, to cut out the wafers and to use no paste, etc., between them. 7. To use no woolen cloth, nor to wax the thread in bending. 8. To dust and air the books often. 9. To use laths, separated one from the other one inch, in place of shelves. 10. To brush over the insides of bookcases and the laths with lac-varnish.

In 1900, the Congress International des Bibliothècaires, which met in Paris, offered a number of prizes for the best essays on insect enemies of books, and in 1903, the book by G. Houlbert, "Les insectes ennemis des livres" which received the second prize was published.

Dr. Fisher, in his endeavor to kill the insects in the books found in his library tried the following:

Heat as Exterminator

After all books had been cleaned out it was suggested that the volume in which the larvae had been found be submitted to a high degree of temperature, and this was done. Thru the courtesy of Daniel D. Test, Superintendent of the Pennsylvania hospital, we were permitted to use their apparatus for hot air treatment, and baked a number of volumes of different sizes, propping the leaves open when possible, and keeping the temperature at about 350 degrees for at least ten minutes for each lot of books. Some of these volumes have been examined from time to time, since 1901, and there is no evidence of additional ravages by the bookworm.

Various forms of traps have been very successfully employed in England and the continent of Europe as a means of catching and destroying roaches. These devices are all so constructed that the roaches may easily get into them and cannot afterwards escape. The destruction of the roaches is effected either by a liquid into which they fall or by dousing them with hot water.

The Glass Trap Method

A few of the common forms of traps and the methods of using them are here described. A French trap consists of a box containing an attractive bait, the cover of which is replaced by four glass plates inclined toward the center. The roaches fall from the covering glasses into the box and are unable to escape. Houlbert states that G. O. Tupper employed the following remedy at Adelaide, South Australia, with great success on roaches.

He placed one part of plaster of paris in three or four parts of flour in a saucer, and connected this saucer with another containing water by little bridges. The roaches in eating the flour also consume some of the plaster of paris, and becoming thirsty walk over the bridge to the saucer containing water, and the water acting upon the dry plaster eaten, causes it to swell and harden in the roaches, and most likely stops up the digestive organs, and the insect dies from starvation. This would also be a good plan to rid a building of mice and rats.

Lepisma (silver fish) are also trapped in the same manner as the *Blattidae*. A box with rough edges and a hole at the upper end to allow the insects to gain access easily, is baited with paper covered with paste, placed in a dark corner of the library where they congregate. From time to time the box may be emptied, the contents destroyed and the bait renewed. To protect the bindings from *Lepisma* who destroy them in order to get at the paste used, a poisonous remedy is made of 1 gr. of bichloride of mercury to 5 kilogrammes of dough.

The following is given as a remedy for termites or white ants: The first means of protection, consists of surrounding all libraries or buildings in which articles of value are stored with clear spaces and graveled or asphalted walks. The normal habit of these insects is to breed in decayed stumps and partially rotted

posts or boards. This immediately suggests the wisdom of the prompt removal of all such material as would otherwise facilitate the formation or perpetuation of their colonies. Complete dryness in buildings is an important means of rendering them safe from attack, and the presence of flying termites at any time in the spring or summer should be followed immediately by a prompt investigation to locate the colony and determine the possibilities of damage. The point of emergence of winged individuals may approximately, tho not always, indicate the location of the colony, and if it can be got at by the removal of flooring or opening of walls, the colony may be destroyed by the removal of the decaying or weakened timbers and thru drenching with steam, hot water, or, preferably, kerosene or some other petroleum oil. The destruction of winged individuals as they emerge is of no value whatever; the colony itself must be reached or future damage will not be interfered with in the least. If the colony be inaccessible it may sometimes be possible to inject into the wall or crevices, from which the winged individuals are emerging, kerosene in sufficient quantity to reach the main nest, if the condition be such as to indicate that it may be nearby, and by this means most, if not all, of the inmates may be destroyed. In all districts in the south frequent examinations of libraries and stored paper should be made. The advisability, in regions where the ant is likely to be especially destructive, of giving all buildings a stone foundation or imbedding all the lower timbers and joints in cement will be at once evident.

Hydrocyanic and gas is another remedy suggested and today is extensively used to destroy vermin of various kinds, and, as it is extremely dangerous, should be used by experts only. There are hundreds of remedies given in various papers upon bookworms, some of them claiming to be successful, while again the supposed remedy is said to be a failure by another writer. I do know that many poisons instead of killing insects, attract them.

I cannot name any remedy that will save the books already printed, but have been making experiments for a number of years upon a preventative for books to be printed in the future, and so far the tests have been quite successful.

The work of Houlbert is the most complete work that has been published up to the present. It contains a description and illustration of most of the species mentioned, to assist in distinguishing the species.

The two books familiar to English readers, are Blades, "Enemies of Books," and O'Conor, "Facts about Book-worms."

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Current Clippings

A Week's Gleanings of Book-Trade News

Ex-Kaiser Wilhelm has written a book recalling the days he spent in Corfu before the war. The book will be published in Berlin in the fall. The ex-Kaiser was the patron of Professor Wilhelm Dorpfield, upon whose theories about the remains of Corfu, the ex-Kaiser's book will be based. Professor Dorpfield has been working on Greek classical remains for over forty-five years. His most important excavations at Corfu have been on the site of the so-called Temple of Gorgo. His theories about the ruins there are most unorthodox, including the theory that the goddess occupying the central place is not Artemis but the Sun, and that the earliest settlers at Corfu as at Mycene were not Cretian but Phoenician, and that the Phoenicians are originally from the East.

DIXIE CARROLL AUTOGRAPHING BOOKS FOR VISITORS TO MARSHALL FIELD'S BOOK DEPARTMENT

"Selected Poems" by Laurence Binyon is now published in this country by Macmillan. Hitherto in this country Mr. Binyon has been represented by a single book, his war poems, but in England a dozen or so volumes have been published.

The birthday honors list includes the names of two authors who became knights: Charles Dickens, son of Henry Fielding Dickens, and A. Maurice Low, English author and journalist of Washington, D. C.

Rockwell Kent, the American artist, author of "Wilderness" wherein he describes a year spent with his nine-year-old son on an Alaskan Island, has just left on a tramp steamer for Patagonia. Mr. Kent will put in some eight months on the southernmost tip of South America, painting, drawing, and preparing an illustrated book of exploration which Putnam will publish next year.

One of the most versatile of modern authors is Dr. Edwin E. Slosson, one of the two authors of "Plots and Personalities." He is editor of Science Service at Washington, and he was formerly managing and literay editor of the *Independent*, and associate at the Columbia School of Journalism. His book of popular science, "Creative Chemistry," is extremely successful, selling nearly one hundred thousand copies Other well-known books of his are "Major Prophets of Today," "Great American Universities" and the "American Spirit of Education."

The Summer Book Number of the *Nation* will contain a description of literary San Francisco by James Rorty.

The Oxford University Press, American branch, has become an agent for the sale of British Museum natural history publications.

A revised edition of Kate Oglebay.'s "Plays for Children, A Selected List" has recently been prepared by the H. W. Wilson Co. More than one-third of the titles are new, but the book is classified as before.

Henry Holt & Co. have featured a descriptive pamphlet about Walter de la Mare's poetical works, which is very interesting. It contains a brief sketch of de la Mare's life, a portrait and an informal snapshot of him, a list of his works published by Holt, including some of his verses with illustrations.

Another interesting booklet of recent date is the *Poetry Piper*, issued by Houghton Mifflin. It shows that the Houghton list includes a striking number of volumes in modern poetry, with a good representation of anthologies and children's verse.

Books of the Month

Best Sellers Last Month

Compiled and arranged in the order of their popularity from exclusive reports of leading booksellers in every section of the country.

FICTION

It Winter Comes. By A. S. M. Hutchinson. *Little, Brown.*

Saint Teresa. By Henry Sydnor Harrison. *Houghton Mifflin.*

Gentle Julia. By Booth Tarkington. *Doubleday, Page.*

The Sheik. By Edith M. Hull. *Small, Maynard.*

Maria Chapdelaine. By Louis Hémon. *Macmillan.*

The Great Prince Shan. By E. Phillips Oppenheim. *Little, Brown.*

Simon Called Peter. By Robert Keable. *Dutton.*

The Head of the House of Coombe. By Frances Hodgson Burnett. *Stokes.*

Lucretia Lombard. By Kathleen Norris. *Doubleday.*

Cytherea. By Joseph Hergesheimer. *Knopf.*

The Vanishing Point. By Coningsby Dawson. *Cosmopolitan.*

The Beautiful and Damned. By F. Scott Fitzgerald. *Scribner.*

GENERAL

Outline of History. Educational ed. By H. G. Wells. *Macmillan.*

The Story of Mankind. By Hendrik W. van Loon. *Boni & Liveright.*

Diet and Health. By L. H. Peters. *Reilly & Lee.*

The Americanization of Edward Bok. By Edward Bok. *Scribner.*

Painted Windows. Anonymous. *Putnam.*

Outwitting Our Nerves. By Jackson & Salisbury. *Century.*

The Mind in the Making. By James Harvey Robinson. *Harper.*

My Memories of Eighty Years. By Chauncey M. Depew. *Scribner.*

Home Radio. By A. Hyatt Verrill. *Harper.*

Queen Victoria. By Lytton Strachey. *Harcourt, Brace.*

Outline of Science. By J. Arthur Thomson. *Putnam.*

Mirrors of Washington. Anonymous. *Putnam.*

The Atlantic Bookshelf

THE notable new books which have been placed upon the *Atlantic Monthly's* Bookshelf and so are reviewed in the June number are:

Adrienne Toner. By Anne Douglas Sedgwick. *Houghton Mifflin.*

The Beautiful and Damned. By F. Scott Fitzgerald. *Scribner.*

A Glance Toward Shakespeare. By John Jay Chapman. *Atlantic Monthly Press.*

Public Opinion. By Walter Lippmann. *Harcourt, Brace.*

Up Stream, An American Chronicle. By Ludwig Lewisohn. *Boni & Liveright.*

Europe—Whither Bound? By Stephen Graham. *Appleton.*

The So-Called Human Race. By Bert Leston Taylor. *Knopf.*

Books in Demand at the Public Libraries

THE June number of the *Bookman* shows that the following were the most popular books at the public libraries during the month of April:

FICTION

If Winter Comes. By A. S. M. Hutchinson. *Little, Brown.*

Her Father's Daughter. By Gene Stratton-Porter. *Doubleday, Page.*

To the Last Man. By Zane Grey. *Harper.*

Brass. By Charles G. Norris. *Dutton.*

Helen of the Old House. By Harold Bell Wright. *Appleton.*

The Head of the House of Coombe. By Frances Hodgson Burnett. *Stokes.*

Main Street. By Sinclair Lewis. *Harcourt Brace.*

The Brimming Cup. By Dorothy Canfield. *Harcourt, Brace.*

The Pride of Palomar. By Peter B. Kyne. *Cosmopolitan.*

Three Soldiers. By John Dos Passos. *Doran.*

GENERAL

The Outline of History. By H. G. Wells. *Macmillan.*

Queen Victoria. By Lytton Strachey. *Harcourt, Brace.*

The Mirrors of Washington. Anonymous. *Putnam.*

The Americanization of Edward Bok. By Edward Bok. *Scribner.*

The Story of Mankind. By Hendrik W. van Loon. *Boni.*

The Mirrors of Downing Street. Anonymous. *Putnam.*

Woodrow Wilson As I Know Him. By Joseph P. Tumulty. *Doubleday, Page.*

The Glass of Fashion. Anonymous. *Putnam.*

Margot Asquith: An Autobiography. *Doran.*

The Friendly Arctic. By Vilhjalmur Stefansson. *Macmillan.*

SELAH MERRILL, for eight years United States Consul in Jerusalem, has just published a new "Dictionary of the Bible" with a concordance. It is published by James Pott & Co.

Harper's Buy Ex-Kaiser's Memoirs

AFTER a lively competition, the world-wide rights, excluding German language rights, to Wilhelm II's memoirs were sold by the Leipzig Publishing House, which is the former Kaiser's agent, to an organization of newspapers headed by the New York *Times* and the McClure Newspaper Syndicate and to Harper & Brothers. Harper & Brothers will have the American and Canadian book rights. Cassell & Company of London will have the English and Colonial book rights. The Austro-German territory has been reserved by the German publisher. Among the newspapers which will publish the book serially are the New York *Times*, the London *Sunday Times*, Chicago *Daily News*, St. Louis *Globe-Democrat*, the Cleveland *Plain Dealer*, the Pittsburgh *Gazette-Times*, the Detroit *News*, the Boston *Post*, the San Francisco *Bulletin*, the Denver *Post*, etc. The amount paid for the world rights to these memoirs is said to be the highest cash figure in the whole history of literature and publication, about $250,000 or 50,000,000 marks. Clinton T. Brainerd, President of Harper & Brothers and of the McClure Newspaper Syndicate, says that the serial publication will begin about the 1st of September, and that the book will be published in November.

The Currency Situation in Germany

THE Department of Commerce reports for June give some interesting facts about the situation in international commerce of Germany as affected by their currency situation. They point out the impossibility of conducting trade with Germany on anything but a speculative basis. German manufacturers decline and must decline to offer fixed prices except for a limited quantity of goods already in stock. Many German industries have no wage agreements made for a longer period than a month.

A further element of insecurity, the report goes on to say, is the system of levying export supplements, intended to bring the price of German exports closer to the prevailing price in the importing country. Theoretically the principle seems justified. The difficulties of administration are great. No system of selling in dollars or other high exchange currencies can relieve German manufacturers of the necessity of changing prices. A recent decision of the Leipzig Reichsgericht obliges parties to accept goods at higher prices, provided the court considers the amount justifiable. The only way a foreign buyer can protect himself is to have specific phrases to cover this in the contract.

Commenting on living conditions, the Government report gives figures that put wholesale prices at 525 as compared to 100 in 1920, family living expenses at 2,300 as compared to 100 in 1914.

Good News!

Wednesday, July 12th, has been selected this year for Bookmen's Field Day in Chicago—the "play-day" of the Book Fair.

The Committee has been fortunate enough to secure the privileges of the Calumet Country Club for these annual festivities—Come if you can!

Prosecuted for Blasphemous Libel

J. GLOVER, publisher of *The Maoriland Worker*, has been convicted by a New Zealand grand jury of blasphemous libel because he published in his columns Seigfried Sassoon's "Stand-to, Good Friday Morn." The Dominion law rules that blasphemous libell is prohibited under pain of fine or imprisonment, and that under this law a subject of a religious and sacred nature must be dealt with in decent language. The judge in charging the jury explained that the law was designed to prevent bitter feelings and breaches of the peace. The jury found the publisher guilty.

General Book Promotion

ONE of the features of the new daily book page in the London *Times* has been the advertisements prepared by the *Times* itself on the general subject of the importance and the use of books. These display articles prominently placed in double column form, give strong impulse to the book reading idea. This is a similar effort to that run by the Chicago *Daily News*, which has carried so many well worded proclamations to the reader and book lover. The type of article used on the book page greatly strengthens the power of the title advertising that goes on the page.

THE STOCKTON, California, Chamber of Commerce has prepared a large map of the land in which Bret Harte lived, and of which he wrote. Illustrations and quotations from the authorized editions of his works, which are published by Houghton Mifflin Company, are shown on it in such a manner that the actual places he wrote about can be quickly identified. Many tourists will benefit this summer by this opportunity to become even more closely acquainted with the Bret Harte country.

OFFICERS OF THE KANSAS BOOK DEALERS' ASSOCIATION ELECTED IN KANSAS CITY MAY 15 AND 16. FROM LEFT TO RIGHT: PHIL M. ANDERSON, NEWTON, PRESIDENT; MASON MCCARTY OF EMPORIA, CHAIRMAN OF THE EXECUTIVE BOARD; CHARLES L. MITCHELL OF TOPEKA, DIRECTOR; F. G. ORR, OF WICHITA, SECRETARY-TREASURER; A. S. ALLEN OF WICHITA, VICE-PRESIDENT

Kansas Book Dealers Meet

THE sixth annual convention of the Kansas Book Dealers' Association was held at Kansas City on May 15th and 16th. The Association now has a membership of 225 with 14 new members during the past year. When the Association was organized in 1917, there were but 8 members. At the Monday afternoon session the discussion was turned over to wholesalers who were present from several cities. Each man who wished to address the convention was admitted alone and could talk of his product in confidence to the members.

The school business is an important part of the Association's plans, and the Trade Relations Committee arranges for the making of a copyrighted line of school tablets known as the "K. B. D. A. Brand," which are sold by all members. This committee also plans a special student notebook cover, which is made for them by the Irving-Pitt Manufacturing Co. of Kansas City. Kansas has state manufactured school books, and the Association is bonded for $195,000 to cover books on deposit with the school houses. The Bonding Committee has lost only $300 thru bankruptcy in three years. At the banquet, Margaret Hill McCarter was the guest of honor, and other speakers were Carl F. White, editor of the *Kansan*, and Charles Mitchell of the National Association of Stationers. The officers of last year were re-elected: Phil M. Anderson of Newton, president; A. S. Allen of Wichita, vice-president; F. G. Orr of Wichita, secretary and treasurer.

Our Twelve Leading Women

A JOURNALIST from Chile, being desirous of writing articles for her home paper on the women of the United States, has been asking who are the twelve greatest women citizens of the United States, women now living and representing as wide as possible a range of occupation, residence and temperament, women who have made their own way. Many suggestions have been brought forth, and among the best lists is that appearing in the New York *Times* of June 6th. This list of twelve is as follows:

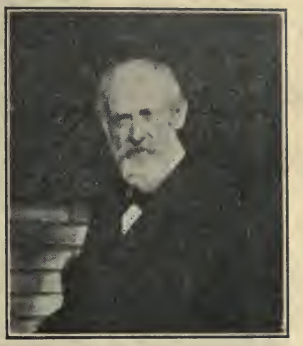
Geraldine Farrar	Jane Addams
Edith Wharton	Amy Lowell
Carrie Chapman Catt	Minnie Maddern Fiske
Molla Mallory	M. Carey Thomas
Alice Paul	Mary Pickford
Ida Tarbell	Agnes Repplier

Of these one-third have reached their fame as writers. Suggestions from other sources have brought forward such names as Cecilia Beaux and Violet Oakley, artists, Evangeline Booth, Mary Roberts Rinehart and Anne Morgan. The field of literature seems to have the largest representation, and there are undoubtedly many others that Americans would like to add to this list but whose addition might not produce so balanced a group as the one suggested.

Obituary

OTTO ROMPANO, A TRIBUTE

Otto Rompano, one of the deans of the American book trade, who died on May 8, was born January 17th, 1840, in Chemnitz, Germany. His first love was music which he practised and fostered until his last day. He was sufficiently accomplished to play first violin in a Leipzig orchestra in his younger days. The University of Leipzig graduated him in 1864, and he left for America one year later. Having entered the firm of Westermann & Company — now Lemcke & Buechner—on October 17th, 1870, he remained with them until his death. He stayed home on April 24th on account of the illness from which he never recovered. Mr. Rompano is survived by his wife, to whom he was married October 11th, 1882, and a daughter, Mrs. Clara R. Schroeder of Weehawken, N. J.



If there ever was a man, zealously devoted to his duties, Otto Rompano deserves to be remembered as such. For fifty-two years he was the head of the periodical department of Lemcke & Buechner, a living encyclopedia of any and every fact connected with that branch. Tho he belonged to the old school he was not averse to modern ideas. During his fifty-two years of employment he took practically no vacation as that might have meant missing an inquiry which should have received his personal attention. Every offer on the part of the firm that he take off a few weeks was firmly and steadfastly refused. An automobile accident some years ago kept him confined to his house for a number of days; but no interruption of his business was permitted. He insisted that his correspondence be brought to him daily. In spite of half a century of strenuous and uninterrupted work, Rompano was full of determined activity at the age of eighty-three. At no time would he countenance any assistance in his personal field of work.

A prince among men, his death is keenly regretted by all who knew him well.

A. H.

JAMES CLIFFORD SIMPSON

James Clifford Simpson, Vice-President of D. C. Heath & Company, died suddenly on June 11th at his residence in New York. He was born at Portsmouth, N. H., fitted for college at Greenland Academy, and was graduated from Dartmouth College in the class of '87. He served for a time as Principal of the Bellows Falls High School and as Superintendent of Schools at Portsmouth, N. H. In 1897 he became associated with D. C. Heath & Company and was for several years in their Boston office. In 1910 he was elected to the Board of Directors and was made Vice-President. He brought to educational publishing a rich experience, a constructive intelligence, and outstanding capabilities for carrying forward the best traditions of the profession. His fellow publishers will keenly feel the loss of his genial encouragement and wise counsel. What his kindly, considerate personality meant to his business associates cannot here be measured.

C. A. MAGGS OF LONDON

Charles Albert Maggs of the famous London firm of Maggs Bros., booksellers, died suddenly on May 28th at his home at Milton Mount, Beaconsfield, England. Charles Maggs specialized in autograph letters and documents of literary and historical interest, and compiled a notable series of catalogs of these items. The surviving partners are his brothers, B. D. Maggs and E. W. Maggs.

Periodical Notes

Leslie's and *Judge* are to be combined under the name of *Judge*. The first issue of the new magazine will be dated June 24th. The slogan of the new *Judge* is to be "Life, liberty and the pursuit of happiness." Four features of *Leslie's* will be maintained: motor, radio, investment and timely comment. Among those who will assist in producing the new magazine are: William Allen White, Heywood Broun, Walter Prichard Eaton, George G. Nathan, Walt Mason. Orsen Lowell, Angus Macdonald and W. H. Hill.

The first issue of the *Adelphi Magazine* appeared June 1. It is a quarterly devoted to what is new and of interest, by presenting original imaginative poems, stories, and black and white work.

Business Notes

Nashville Tenn.—Beginning with June, the publishing house of the Methodist Episcopal Church, South will have the firm name of Lamar & Barton, agents, instead of the long familiar name of Smith & Lamar. D. M. Smith, who for many years has served in this work, has retired from active service, and John Wynn Barton has been elected in his stead.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not suppled by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyrght date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folo: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tf. (32mo: 12½ cm.); Ff. (48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.

Baedeker, Karl

The dominion of Canada, with Newfoundland and an excursion to Alaska; handbook for travellers. 70+420 p. front. (fold. col. map) S '22 N. Y., Scribner $4

Bailey, Arthur Scott [Houston G. Currier, pseud.]

The tale of Nimble Deer; il. by Harry L. Smith. 127 p. front. (col.), col. pls. D (Sleepy-time tales) [c. '22] N. Y., Grosset & Dunlap 40 c.

The tale of Reddy Woodpecker; il. by Harry L. Smith. 126 p. front. (col.) col. pls. D (Tuck-me-in tales) [c. '22] N. Y., Grosset & Dunlap 40 c.

The tale of Snowball Lamb; il. by Harry L. Smith. 126 p. front. (col.) col. pls. D (Slumber-town tales) [c. '22] N. Y., Grosset & Dunlap 40 c.

Bailey, Elmer James

Religious thought in the greater American poets. 258 p. D c. Bost., Pilgrim Press $1.50

Includes Bryant, Poe, Emerson, Whittier, Longfellow, Holmes, owell and Whitman.

Bailey, John Cann

Some political ideas and persons. 6+252 p. S '22 N. Y., Dutton ($2)

English political life from Queen Victoria to the present time.

Baird, George M. P.

Mirage [a play in 1 act]. 36 p. D (Stewart Kidd modern plays) [c. '22] Cin., O., Stewart Kidd Co. 50 c.

Baker, Edna Dean

Parenthood and child nurture. 178 p. (13½ p. bibl.) front. O c. N. Y., Macmillan $1.50

A summary of modern facts concerning child development from birth to eleven years, prepared for parent training classes.

Baker, Harry J. and Kaufmann, H. J.

Detroit, kindergarten test, individual examination; form A. (8 p. il. O [c. '22] Yonkers, N. Y., World Bk. Co. pap. $1.20

Detroit kindergarten test, individual; manual of directions. 4 p. O [c. '22] (Yonkers, N. Y., World Bk. Co.) pap. $1.20

Detroit kindergarten test, individual; record sheet. 1 p. O [c. '22] Yonkers, N. Y., World Bk. Co. pap. $1.20

Belloc, Hilaire, i.e. Joseph Hilaire Pierre

The mercy of Allah. 335 p. D c. N. Y., Appleton $2

As Mahmoud, a rich merchant of the Orient, narrates the adventures of his life, the author has interwoven a satire on modern business and life.

Bierstadt, Edward Hale

Aspects of Americanization; with a foreword by Amélie Rives (Princess Troubetzkoy). 260 p. D [c. '22] Cin., Stewart Kidd $2

The immigrant considered as a human being not a problem, based on a working knowledge of the conditions and people involved.

Brooks, Jennie

Quests of a bird lover. 184 p. front. O [c. '22] Bost., Badger $2

Bush, Clinton V.

Problems in architectural drawing. 36 p. il. O [c. '21] Milwaukee, Wis., Bruce Pub. Co. pap. 90 c.

Callaway, Rev. Godfrey

Notes on the ministry of reconciliation; with preface by the Bishop of St. John's, Kaffaria. 78 p. D '22 N. Y., Macmillan 75 c.

Carrington, Philip

Scoutcraft in the church. 30 p. S '22 N. Y., Macmillan pap. 25 c.

Aldrich, Loyal Blaine

The melikeron—an approximately black-body pyranometer. 11 p. il. O (Smithsonian miscellaneous collections; v. 72, no. 13) '22 Wash., D. C., Smithsonian Institution pap.

Ball, John Warren

Geography; manual of Europe as defined by the Treaty of Versailles. 15 p. maps O c. '21 Rochester, N. Y., Ball Pub. Co. 40 c.

Bishop, Mildred C. and Robinson, Edward K.

Practical map exercises and syllabus in American history. 31 p. +32 p. tracing paper maps obl. O Bost., Ginn 56 c.

Brauer, George R.

Providing funds for church buildings and debts. 30 p. il. tabs. facsms. D '22 Phil., Presbyterian Board of Publication and Sabbath School Work pap. 25 c.

Conyngton, Thomas, and others

Corporation procedure; law, finance, accounting; ed. by Hugh R. Conyngton. 20+ 1689 p. forms O c. N. Y., Ronald Press $10

Covers organization, management, financing accounting, control, reorganization.

Cory, David

The cruise of the Noah's ark. 152 p. D (Little journeys to Happy Land) c. '22] N. Y., Grosset & Dunlap 40 c.

The iceberg express; il. by P. H. Webb. 154 p. front. il. D (Little journeys to Happy Land) [c. '22] N. Y., Grosset & Dunlap 75 c.

Little Jack Rabbit and Professor Crow; il. by H. S. Barbour. 128 p. front (col.) D [c. '22] N. Y., Grosset & Dunlap 40 c.

Little Jack Rabbit and Uncle John Hare; il. by H. S. Barbour. 126 p. front. (col.) D [c. '22] N. Y., Grosset & Dunlap 40 c.

The magic soap bubble; il. by E. I. Jones and P. H. Webb. 155 p. front. il. D (Little journeys to Happy Land) [c. '22] N. Y., Grosset & Dunlap 40 c.

Coward, Noel, comp.

Terribly intimate portraits; with reproduction from old masters by Lorn Macnaughtan. 212 p. il. obl. D c. '22] N. Y., Boni and Liveright $2

Burlesques by the young English dramatist of old-time and present-day prominent figures of France, England and America.

Crabtree, Rev. W. A.

Primitive speech; pt. 1, A study in African phonetics. 112 p. D '22 N. Y., Macmillan $1.60

Crusoe, George E.

Y mathematics. (why mathematics?) 767 p. tabs. diagrs. nar. D [c. '21-'22] Pittsburgh, Pa., [Author], 7617 Susquehanna St. leath. $7.50

Crutch, Phinneas A., pseud.

The Queen of Sheba; her life and times; [with line drawings by John Held, jr.] 13+ 191 p. (1 p. bibl., bibl. foot-notes) front. pls. O c. N. Y., Putnam $2.50

A humorously satirical historic romance of Balkis, the biblical Queen.

Dart, Edith

Sareel. 318 p. D [c. '22] N. Y., Boni & Liveright $2

The story of a young girl who marries to escape a life of drudgery, the flight to her lover and her awakening to a larger love.

Dennis, Muriel White

The training school of popularity; the letters of Jane Willard to Peggy MacIntire, her adorée in high school. 5+117 p. il. D [c. '22] N. Y., Doran $1.25

Letters written to help the younger girls who are groping after popularity.

Dimpfl, John

The silent chord; [and other poems]. 58 p. D c. Bost., Stratford Co. $1.25

Elliot, Sir Henry G.

Some revolutions and other diplomatic experiences; ed. by his daughter. 15+300 p. front. (por.) O '22 N. Y., Dutton $7

Recollections of the late British ambassador from 1841 to 1876.

English (An) translation of the teaching of the twelve apostles. 15 p. D (Texts for students, no. 13a) '21 N. Y., Macmillan pap. 10 c.

Ettinger, Richard Prentice and Golieb, David E.

Credits and collections. 400 p. pls. D '22 c. '17 N. Y., Prentice-Hall $3

Evans, Edwin J.

Building contracts; the principles and practice of their administration; foreword by Sir Charles T. Ruthen. 18+304 p. tabs. diagrs. O (D. U. ser.) '22 N. Y., Dutton $5

Ferree, Barr

Year book of the Pennsylvania society, 1922; [includes details of luncheon for Marshal Foch]. 216 p. front. (por.) il. pls. maps facsms. N. Y., Pennsylvania Soc., 249 W. 13th St. $3 (lim. ed.)

Fish, Louis J., and D'Avesne A.

French commercial correspondence. 9+ 230 p. D (Macmillan French ser.) c. N. Y., Macmillan $1.20

Fitzhugh, Percy Keese

Pee-wee Harris; il. by H. S. Barbour. 191 p. front. il. D [c. '22] N. Y., Grosset & Dunlap 50 c.

Pee-wee Harris in camp; il. by H. S. Barbour. 203 p. front. il. D [c. '22] N. Y., Grosset & Dunlap 50 c.

Pee-wee Harris in luck; il. by H. S. Barbour. 215 p. front. il. D [c. '22] N. Y., Grosset & Dunlap 50 c.

Pee-wee Harris on the trail; il. by H. S. Barbour. 211 p. front. il. D [c. '22] N. Y., Grosset & Dunlap 50 c.

Roy Blakeley in the haunted camp; il. by R. Emmett Owen. 207 p. front. il. D [c. '22] N. Y., Grosset & Dunlap 50 c.

Carnovale, Luigi

Only by the abolition of neutrality can wars be quickly and forever prevented; an original conception for the practical advent of universal perennial peace and brotherhood. 64 p. D [c. '22] Chic., Italian-Am. Pub. Co., 30 N. Michigan Ave. pap. 25 c.

Compulsory license of patents

How the Stanley bill (S. 3410) for compulsory license of patents imperils inventors, manufacturers, and the Am. patent system; testimony of inventors, manufacturers, publicists and scientific societies who sucessfully opposed a similar compulsory license measure before the House Patent Committee. 99 p. O '22 Wash., D. C., Am. Patent Law Assn., 614 Wash. Loan and Trust Bldg. gratis apply

Crockett, Albert S., comp.

Ocean records; a pocket handbook for travelers. 108 p. col. pls. nar. D c. '22 N. Y., World Traveler Pub. Co. gratis

Draper, Andrew Sloan

American history; twenty years of tests taken from recent new state examinations for life certificates. 18 p. O (Draper's question and answer bk. no. 8) c. '22 Rochester, N. Y., Ball Pub. Co. 30 c.

Falk, Kaufman George

Catalytic action. 172 p. (bibl.) O [c. '22] The Chemical Catalog Co., inc., $2.50

Freeman, John
A portrait of George Moore in a study of his work. 11+283 p. (bibl.) front. (por.) O '22 N. Y., Appleton $5
A literary estimate and the biography of the Irish novelist.

Gray, Joslyn
The other Miller girl. 224 p. front. D c. N. Y., Scribner $1.60
The story of Anna Miller who brings back into active life a lady who has allowed herself to slip into invalidism. A tale for girls.

Greenup, A. W., ed.
Tractate Sukkah; Mishna and Tosefta on the feast of tabernacles. 40 p. D (Texts for students, no. 31) '21 N. Y., Macmillan pap. 90 c.

Gregory, William Mumford and Guitteau, William B.
History and geography of Ohio. 282 p. (bibl.) O [c. '22] Bost., Ginn 96 c.

Hamilton, William Peter
The stock market barometer; a study of its forecast value based on Charles H. Dow's theory of the price movement, with an analysis of the market and its history since 1897. 325 p. front. (chart), chart D [c. '22] N. Y., Harper $3
The author is editor of the *Wall Street Journal.*

Hanna, Agnes K.
Pattern making. 9+148 p. il. figs. D c. N. Y., Macmillan $1.50
Aims to make the teacher of sewing independent of any individual system.

Hartwell, Ernest Clark
Teachers' manual; story hour readings; fourth year, fifth year, sixth year. 336 p. (1 p. bibl.) chart D [c. '22] N. Y., Am. Bk. Co. $1

Heermance, Edgar Laing
Chaos or cosmos 21+358 p. (bibl. footnotes) O c. N. Y., Dutton $3
The query whether the universe is ruled by blind force or whether it reveals an underlying moral order, treated in the spirit of the modern scientist.

Hegemann, Werner and Peets, Elbert
The American Vitruvius; being an architects' handbook of civic art. 300 p. il. obl. F c. '22 N. Y., Architectural Bk. Pub. Co., 31 E. 12th St. buck. $40

Hix, Melvin
The magic speech flower; or, Little Luke and his animal friends. 173 p. il. D c. '21-'22 N. Y., Longmans, Green 60 c.

Holler, Helmuth Peter. *See* **[Welari, Mrs., pseud.]**

Hope, Laura Lee
The Bobbsey twins at the county fair. 216 p. front. pls. D [c. '22] N. Y., Grosset & Dunlap 50 c.
Bunny Brown and his sister Sue keeping store; il. by Walter S. Rogers 248 p. front. pls. D [c. '22] N. Y., Grosset & Dunlap 50 c.
Six little Bunkers at Mammy June's; il. by Walter S. Rogers. 246 p. front. pls. D [c. '22] N. Y., Grosset & Dunlap 50 c.
The story of a stuffed elephant; il. by Harry L. Smith. 118 p. front. (col.), col. pls. D (Make believe stories) [c. '22] N. Y., Grosset & Dunlap 50 c.

Hopkins, Frederick Gowland
Newer aspects of the nutrition problem. 19 p. front. (por.) O c. N. Y., Lemcke & Buechner pap. 75 c.
A discussion of vitamines.

Hopkins, R. Thurston
Thomas Hardy's Dorset; il. by E. Harries. 255 p. front. il. pls. O c. N. Y., Appleton $3.50
In his rambles thru Dorset the author has built up the atmosphere of Thomas Hardy's novels.

Hopwood, J. Osborne
Analysis and classification of performance in vocational relations. 128 p. tabs. charts (1 fold.) [c. '22] Bost., Badger $1.50
The author takes the view that "performance, and not the character traits of persons which may prompt it, is the subject of direct concern in analyses of occupations."

Howard, Daniel, and Brown, Samuel J.
The United States; its history, government and institutions. 14+344 p. il. D [c. '22] N. Y., Appleton $1.50

Hutchinson, Horace
The Fortnightly Club. 12+304 p. O '22 N. Y., Dutton bds. $5
Philosophical treatises in the form of debates among the club members.

Ibbotson, Fred, and Aitchison, Leslie
The analysis of non-ferrous alloys. 2nd ed. 7+246 p. il. figs. O '22 N. Y., Longmans $4

Isaacs, Jorge
Maria; novela Americana ed. with footnotes in Spanish, exercises, and complete vocabulary by Stephen L. Pitcher. 20+313 p. il. map D c. N. Y., Macmillan $1.20

Jessop, C. M.
Elementary analysis. 175 p. D '21 [Macmillan] $2.25

Kellogg, John Harvey
Why the blues? [neurasthenia]. 339 p. il. pls. D ['21] Battle Creek, Mich., Modern Medicine Pub. Co. $2.25

Kerfoot, Nell
The eyes of the soul; [verse]. 75 p. front. (por.) D [c. '21] Houston, Tex., Earl Kerfoot, Box 1073 75 c.

General Federation of Women's Clubs
Official song book; songs for three-part women's voices with optional piano accompaniment, arranged by Henry S. Sawyer, ed. by Anne Shaw Faulkner. 48 p. O [n. d.] Chic., McKinley Music Co. pap. 25 c.

Haight, Louis P.
Foot troubles and the evolution of footwear; an introduction to the study of the cause and cure of aching feet, and a guide with il. for teachers of physical training in our schools, colleges and universities. 87 p. il. S c. '21 Muskegon, Mich. [Author] pap. $1

Lake, Kirsopp
Immortality and the modern mind. 51 p. D '22 Cambridge, Mass., Harvard Univ. Press $1
A discussion of the modern belief in an immortality of life which entails not the perpetuation of individuality but that of achievement. The author is professor of ecclesiastical history in Harvard University.

Lampe, Herbert
Journeys with fancy through the world beautiful and its fairy folk for littlefolk; cover and introductory decorations by the Prettymans. 58 p. O c. 21 Los Angeles, Cal., Fred S. Lang Co., 214 S. Hill St. pap. $1.50

Lane, Dorothy E.
Nutrition and specific therapy. 185 p. tabs. D c. N. Y., Macmillan $1.50
Discusses nitrogen equilibrium, meat and vegetarian diets, bacteriology of the digestive tract, infants' and children's diets and vitamines.

Litsey, Edwin Carlile
A bluegrass cavalier. 320 p. D [c. '22] Phil., Dorrance $1.75
A novel of adventure of old Kentucky.

Lysle, A. de R.
New modern rational and practical Italian-English and English-Italian dictionary, enriched with a great number of typical phrases and proverbs in vogue; 2 v. 3011 p. D ['22] Milwaukee, Wis., C. N. Caspar Co. $11.75

McClure, Haveni, i. e. Charles Haven
The modern reader's Hamlet. 177 p. (2 p. bibl.) D [c. '22] Bost., Badger $1.75

McDowell, William Fraser
This mind. 183 p. S (Mendenhall lectures, 8th ser.) [c. '22] N. Y., Methodist Bk. Concern $1
Lectures founded on the Biblical quotation "Have this mind in you, which was also in Christ Jesus.

Marchant, William Henry
Marine wireless pocket book; for the practical operator and student. 7+180 p. il. diagrs. S '22 N. Y., Pitman $1.75

Marie-Louise, Empress
The private diaries of the Empress Marie-Louise, wife of Napoleon I; with introd. and commentary by Frédéric Masson. 245 p. front. (por.), pls. (pors.) N. Y., Appleton $3
Personal diaries characterizing the people of the Court and narrating the episodes of three imperial journeys.

Mayers, Louis
The federal service; a study of the system of personnel administration of the U. S. government. 16+607 p. O (Studies in administration, the Institute for gov't research) '22 N. Y., Appleton $5

Melia, A. Paz Y.
Pocket dictionary of the Spanish and German languages; with phonetic pronunciation according to the Toussaint-Langenscleidt method. 1011 p. S ['21] Milwaukee, Wis., C. N. Caspar Co. $2

Millhouse, John, and Bracciforti, Ferdinand
New English and Italian pronouncing and explanatory dictionary. 1595 p. D ['22] Milwaukee, Wis. $6.50

Moore, Clifford Hershel
Pagan ideas of immortality during the early Roman empire; Ingersoll lecture for 1918. 64 p. D '22 Cambridge, Mass., Harvard Univ. Press $1
The book centers around the sixth Aeneid, and shows how pagan ideas anticipated many of the root-notions of Christianity.

Moore, George Foot
Metempsychosis; Ingersoll lecture for 1914. 84 p. (bibl.) D '22 Cambridge, Mass., Harvard Univ. Press $1
A popular sketch of the doctrine of transmigration of souls as exhibited in various historic faiths.

Nichols, Philip
Taxation in Massachusetts. 800 p. O [c. '22] Bost., Financial Pub. Co. $10

Parker, George Howard
Smell, taste and allied senses in the vertebrates. 192 p. (16 p. bibl.) il. tabs. diagrs. D (Monographs on experimental biology) [c. '22] Phil., Lippincott $2.50
The senses considered from the standpoint of functional interrelation and genetic connection. Author is professor of zoölogy at Harvard University.

Parr, G. D. Aspinall
Electrical engineering testings; a practical work on continuous and alternating currents for second and third year students and engineers; rev. and enlarged. 12+691 p. il. tabs. diagrs. O (D. U. ser.) '22 N. Y., Dutton $8

Phillips, R. Randal
The servantless house. 160 p. il. O '22 N. Y., Scribner $2
Considerations of labor-saving devices by an English author for the woman who does her own work

---

Lawson McGhee Library, Knoxville, Tenn.
Calvin Morgan McClung historical collection of books, pamphlets, manuscripts, pictures and maps relating to early western travel and the history and genealogy of Tennessee and other southern states; presented to Lawson McGhee Library by Mrs. Calvin M. McClung, 102 p. O '21 Knoxville, Tenn., Knoxille Lithographing Co. pap. apply

Lewis, William D. and Hosic, James F.
Exercises in practical English. 112 p. S [c. '22] N. Y., Am. Bk. Co. pap. 28 c.

Minnesota; a compilation of the laws of, relating to children; compiled by William Hodson. 195 p. O '21 St. Paul, Minn. State Board of Control, Children's Bureau apply

Parker, James Peele
Hemlock twigs and balsam sprigs; [verse]. 31 p. il. D [c. '21-'22] Black Mounain, N. C., Black Mountain Printery pap. 50 c.

Peaks, Archibald Garfield
Periodic variations in efficiency as shown in mental and physical tests, together with some weather effects. 95 p. (2 p. bibl.) tabs. D ['21] Balt., Warwick & York $1.40

Peterson, Antoinette Rotan [Mrs. Frederick Peterson]
Child health alphabet. no paging col. il. D '22 c. '18 N. Y., Macmillan pap. 10 c.
Rhymes of Cho-Cho's Grandma; il. by Jessie Gillespie. 19 p. col. il. S '22 c. '20 N. Y., Macmillan pap. 20 c.

Peterson, Henry John
The teaching of citizenship; an outline for grades 1 to 9 inclusive. 88 p. (1 p. bibl.) S [c. '22] N. Y., Houghton Mifflin pap. 28 c.

Priest Mary Elizabeth
Orders of service for the primary department. 40 p. S c. '22 Phil., The Westminster Press pap. 25 c.

Pitman, Sir Isaac
Pitman's Spanish shorthand dictionary, based on the Spanish adaptation of the Pitman system of shorthand-taquigrafia Española; centenary edition. 7+175 p. facsms. D [n. d.] N. Y., Pitman $2

Roberts, J. O.
Italian-English and English-Italian dictionary, giving the pronunciation and accent, with idioms. 980 p. D ['19] Mil., Wis., C. N. Caspar Co. $4.50

Roche, Elizabeth A., and Riordan, Elizabeth
Isaac Pitman shorthand; syllabus (second year). 8+81 p. facsm. D [n. d.] N. Y., Pitman 75 c.

Roy, Mrs. Lillian Elizabeth
Polly and Eleanor. 305 p. front. il. D [c. '22] N. Y., Grosset & Dunlap 50 c.
set & Dunlap 50 c.
Polly and her friends abroad. 302 p. front. il. D [c. '22] N. Y., Grosset and Dunlap 50 c.
Polly in New York; il. by H. S. Barbour. 292 p. front. il. D [c. '22] N. Y., Grosset & Dunlap 50 c.
Polly of Pebbly Pit. 312 p. front. il. D [c. '22] N. Y., Grosset & Dunlap 50 c.
Polly's business venture. 301 p. front. il. D D [c. '22] N. Y., Grosset & Dunlap 50 c.

Ryan, John Augustine, D.D., and Millar, Moorhouse, F. X.
The state and the church; written and edited for the department of social action of the national Catholic welfare council. 331 p. (bibl. footnotes) O c. N. Y., Macmillan $2.25
The Roman Catholic attitude toward the American state and political institutions.

Schweitzer, Albert
The quest of the historical Jesus; a critical study of its progress from Reimarus to Wrede; tr. by W. Montgomery; with a preface by F. C. Burkitt; 2nd English edition. 10+410 p. O '22 N. Y., Macmillan $4.20
The author is professor in the University of Strassburg.

Sharp, John M.
Practical electric wiring; rev. ed. 9+256 p. il. diagrs. S ['21] N. Y., Appleton $1.50

Sheffield, Alfred Dwight
Joining in public discussion; a study of effective speechmaking; for members of labor unions, conferences, forums, and other discussion groups. 168 p. D [c. '22] N. Y., Doran $1.25

Siceloff, Lewis Parker and others
Analytic geometry; brief course. 6+186 p. tabs. diagrs. O (Wentworth-Smith mathematical ser.) [c. '22] Bost., Ginn $1.80

Sinclair, Upton Beall [Arthur Stirling, pseud.]
The book of life; v. 1: mind and body; v. 2: love and society. 13+202—11+224 p. D [c. '21-'22] Pasadena, Cal., [Author], 1513 Sunset Ave. Paine Bk. Co., Chic., ag'ts. $1.50; pap. $1
Published by Macmillan in 1921.

Slaten, Arthur Wakefield
What Jesus taught; for discussion groups and classes. 22+189 p. D [c. '22] Chic., Univ. of Chic. $1.50
A course of Bible study for advanced high school students or adults.

Smith, Frederick Miller
Essays and studies; prose selections for college reading. 12+351 p. D [c. '22] N. Y., Houghton Mifflin $1.40
Selections divided into the following groups. Books and study; The conduct of life; The outdoors; Cities and men; A little group of interesting people.

Smith, Herbert Heebner
Church and Sunday school publicity; practical suggestions for using the printed word to extend the influence of the gospel. 176 p. (2¼ p. bibl.) il. facsms. D c. Phil., Westminster Press $1.25

Smith, John George
Organised produce markets. 9+238 p. (bibl.) facsms. tabs. diagrs. O '22 N. Y., Longmans, Green $4

Snodgrass, Rhey T., and Camp, Victor F.
Radio receiving for beginners. 99 p. front. il. diagrs. pls. S c. N. Y., Macmillan $1

Stewart, Alfred Walter
Some physico-chemical themes; with 5 pls. and 37 diagrs. in the text. 12+419 p. (3¾ p. bibl.) fold. pls. O '22 N. Y., Longmans, Green $7

Stowell, Jay S.
J. W. Thinks Black; v. no. 2 in the John Wesley, jr., ser. 179 p. front. pls. D [c. '22] N. Y., Methodist Bk. Concern 75 c. pap 50 c.
An introduction to some aspects of the race problem in America and to the work of the Methodist Episcopal Church among American negroes.

Rice, Laban Lacy
A mountain idyll; [prose fiction]. 86 p. S [c. '21] Nashville, Tenn., Baird-Ward Press $1

Raymer, P. C.
Photo-engravers' handbook on etching and finishing. 84 p. il. col. il. T c. '21 Effingham, Ill., The Republican bds. $1.50

Robertson, Ella Broadus [Mrs. A. T. Robertson]
Worship in the home. 26 p. D (Am. home ser.) [c. '22] N. Y., Abingdon Press pap. 15 c.

State of New York; the complete tax law of, as amended and in force at the end of the legislative session of 1922; fully indexed. 314 p. O '22 Albany, N. Y., Matthew Bender & Co., inc. pap. $3

Schwarcman, Dr. Alexander
Laboratory letters; a series of letters pub. in Oil, Paint and Drug Reporter during 1920-21. 70 p. front. (pors.) il. nar. D [c. '21] Buffalo, N. Y., Spencer Kellogg & Sons leath. gratis

Setchell, Willam Albert and Gardner, Nathaniel Lyon
Phycological contributions 2 to 6. various paging (2 p. bibl.) il. O (Univ. of Cal. pub. in botany, v. 7, no 11) '22 Berkeley, Cal., Univ. of Cal. Press pap.. 50 c.

Seward, George Morton
A B C of stocks, bonds and mortgages. 69 p. tabs., facsms. O [c. '21] Chic., G. B. Williams Co., 149 W. Ohio St $1

Smith, Charles E.
Un método práctido para aprender a escribir por medio del tacto; traducido al castellano de la edición inglesa por Lawrence A. Wilkins. . 54 p. diagrs. D [n.d.] N. Y., Pitman pap. 85 c.

SoRelle, Rupert Pitt
The educational and practical value of shorthand. 18 p. S [c. '21] N. Y., The Gregg Pub. Co. 20 c.

Spier, Leslie
Notes on the Kiowa sun dance. 18 p. il. O ['21] N. Y.. Am. Museum of Natural History pap. 25 c.

Stevens, William Oliver
Composition for naval officers. 238 p. D ['21] Annapolis, Md., The U. S. Naval Institute $1.40

Swain, George Fillmore

The young man and civil engineering. 11+203 p. D (Vocational ser.) c. N. Y., Macmillan $2

Survey of the civil engineering field designed to help young men choosing a vocation. Author is professor of civil engineering, Harvard University.

Thorpe, Sir Edward, i. e., Thomas Edward, and others, eds.

A dictionary of applied chemistry. v. 3. Rev. and enl. ed. 8+735 p. figs. O '22 N. Y., Longmans, Green $20

Tomlinson, H. M.

Waiting for daylight. 205 p. O c. N. Y., Knopf $2.50

Essays constituting a "passing" show of the war—the London side of it.

Welari, Mrs., pseud. [Holler, Helmuth, Peter]

Holy theomonistic Bible; or, The evolutionary gospel of fulfilment or prophecy . . . as revealed . . . through mediumistic automatic writing of [author], the clairvoyant, inspiration of the editor, Bishop Theodolithos, [pseud.] . . . 485 p. pls. (pors.) O '21 c. '20 Wash., D. C., Universal Theomonistic Assn., Inc., 1702 Oregon Ave., N. W. $3

White, Henry Alexander

Beginner's history of the United States; stories of the men who made our country; rev. ed. 320 p. front. (por.) il. D [c. '06-'13-'19] N. Y., Am. Bk. Co. 80 c.

Williams, Arthur Lukyn, D.D., tr.

Tractate Berakoth; benedictions; Mishna and Tosephta; tr. from the Hebrew with introd. and notes. 24+95 p. D (Translations from early documents, ser. 3; Rabbinic texts) '21 N. Y., Macmillan $2

White, Muriel

"All the year round" activities for young people. 139 p. il. O [c. '20 c. '21] St. Louis, Mo., Christian Bd. of Pub. bds. 85 c.

Whymant, A. Neville J.

Colloquial Chinese; Nortnern. 5+106 p. D '22 N. Y., Dutton $1.60

General principles, a sound table, a large vocabulary and sufficient exercises for a solid groundwork; as easy to acquire as elementary Latin or French.

Williams, Leonard

A dictionary of Spanish idioms with their English equivalents. 7+131 p. D '22 N. Y., Dutton $1.60

Willis, Frederick Milton

The truth about Christ and the atonement. 9+99 p. D (Sacred occultism ser.) [c. '22] N. Y., Dutton $1.25

More Christs than He of Palestine; Christ, the Master; The birth of the Christ-Principle; The way to Initiation, and the Goal; The sombreness of Orthodox Christianity; No growth without self-effort; The true atonement.

Willoughby, Westal Woodbury

China at the Conference. 435 p. O '22 Balt., Md., Johns Hopkins Press $3

The Root resolutions; China's territorial and administrative integrity; Japans claim to "Special Interests" in China; Chinese railways and the Open Door; Inter-Power agreements relating to China; Shantung; Results.

Wirgman, Rev. A. Theodore

Storm and sunshine in South Africa; with some personal and historical reminiscences; with foreword by the Bishop of Grahamstown and a biographical sketch; with illustrations. 14+338 p. front. (por.) il. pls. D N. Y., Longmans, Green $2.60

Wolbach, Simeon Burt

New growths and cancer. 53 p. il. pls. S (Harvard health talks, 10) c. Cambridge, Mass., Harvard Univ. Press $1

Wright, Sarah Martyn

A book of verse. 3+67 p. D [c. '21] Bost., Jordan & More Press apply

Works, John Downey

What's wrong with the world?; a comprehensive study of present day evils, their causes, their effects, their dangers and the remedy for them. 467 p. fold. tabs. O c. Bost., Stratford Co. $3.50

Stimson, Saxe Churchill

Blue lakes to golden gates; [verse]. 36 p. D [c. '21] Milwaukee, Wis., [Author] $1

Stout, G. F.

The nature of universals and propositions. 18 p. O ['21] N. Y., Oxford Univ. Press pap. 70 c.

Tenney, Allen Spencer

Sport cyc. an encyclopedia of sports, containing all world's records in all world's sports. 174 p. T [c. '22] N. Y., [Author], 1493 B'way pap. 50 c.

Tracey, Herbert

The coal-war in Britain; a study of working-class economics and trade union organization April-June, 1921. 50 p. O [n.d.] N. Y., Bureau of Industrial Research, 289 4th Ave. 25 c.

United States Senate. Committee on Commerce

Joint hearings before the Committee on commerce, United States Senate and Committee on the merchant marine and fisheries, House of Representatives, on the bills S. 3217 and H. R. 10644, to amend and supplement the merchant marine act, 1920, and for other purposes. various paging '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Vibert, Henri

All about dogs; how to feed, train and care for dogs of all breeds. 107 p. il. O c. '21 Bound Brook, N. J., Q-W Laboratories pap. $1

Washington. Pend Oreille County

A church and community survey under the dir. of Edmund deS. Brunner; with il., maps and charts. 12+51 p. il. maps charts O (Com. on social and

Watkins, Gordon S.

Co-operation. 85 p. O '21 Urbana, Ill., Univ. of Ill. pap. $1

Williams, Frank H.

How to make money writing for trade papers; including the writers' and correspondents' blue book of trade papers. 32 p. O c. '22 Fort Wayne, Ind. [Author] $1.50

Wisconsin. Wisconsin County

Wisconsin county atlas; tourist and hotel guide of Wisconsin, showing all state and county roads as given on the 71 maps of each individual county; with lakes, rivers, creeks, etc. 88 p. Q '22 Milwaukee, Wis., Caspar $1

Rare Books, Autographs and Prints

THE Gypsy Lore Society, which was suspended some time ago for lack of funds, will renew its activities.

The Biblio, a monthly published for bibliophiles at Pompton Lakes, N. J., completes its first year with the current June number.

Houghton Mifflin Company announces the publication of a complete edition of the writings of Lafcadio Hearn in sixteen volumes, limited to 750 sets. It will contain about 125 illustrations, the first volume of each set will be autographed by Madam Hearn and the printing will compare favorably with the best work of the Riverside Press.

Rare Americana, early broadsides, works of standard authors, books of the English field sports, early lottery tickets, Colonial and Continental paper money and a large collection of Currier & Ives colored lithographs of racing horses will be sold by Stan V. Henkels in Philadelphia June 21.

Charles Albert Maggs of the well known firm of Maggs Brothers of London died at his home at Milton Mount, Beaconsfield, May 28. Mr. Maggs specialized in autograph letters and manuscripts and compiled a series of catalogs in recent years that will remain a lasting memento of his keen interest in this specialty.

Nineteen autograph letters written by Mark Twain to Charlotte Teller, author of "The Cage," characterized as the "love letters of an old man" were sold at Anderson's several months ago for $675. Another similar batch written to the same fair lady from Ezra Pound, the well known author, has recently come into the market, and some collectors are now asking "Who Next?"

John Freeman has written a biography and literary estimate of George Moore. It covers his childhood days in Ireland, student days in France, life in London, his acquaintance among famous men and women and his connection with the Celtic revival. The volume also contains a bibliography compiled by Dr. Henry Danielson and an estimate of the values of first editions based upon recent sales.

Among the items of Shakespearean interest secured by the Rosenbach Company at the recent Burdett-Coutts sale in London was the arm-chair designed by Hogarth for his friend David Garrick which Hogarth himself carved out of Shakespeare's mulberry tree, with the medallion portrait of Shakespeare in the center of the back of the chair. The price paid, $10,500, is said to be the largest sum ever given at auction for a chair.

The Mark Twain cabin near Sonora, Calif., which he used when prospecting for gold in 1865 was dedicated as a memorial on June 10, Gov. W. D. Stephens delivering the address. "The beginning of Twain's career of making men's tasks easier to bear," the Governor said, "is indelibly associated with Tuolumne and Calaveras Counties. In his cabin the sick men were made well and the well made better as the result of his cheerfulness and humor."

The Temple Bar edition of Boswell's "Life of Johnson," published by Gabriel Wells of this city, seems to have taken the British fancy. Almost every English mail brings orders and words of appreciation, the dealers frequently ordering in lots of five and ten. Since the edition is limited to 750 sets and this will be the only one, it is likely to be soon exhausted with the sales about evenly divided between England and America. The concensus of opinion seems to be that this is one of the most attractive reading editions of this biographical masterpiece that has ever been published and will long be prized by booklovers.

The Biblio has published regularly during the last year a record of authors whose first editions were in the most demand judged by the number of "want" advertisements in the PUBLISHERS' WEEKLY and *Bookseller and Stationer* of this city and the *Publishers' Circular* of London. The summary of the first editions in demand for the eleven months from May 15, 1921 to April 15, 1922, taking the ten most popular names, is as follows: Melville, 187; Cabell, 172; Mark Twain, 114; Mencken, 108; Saltus, 98; Conrad, 90; Dreiser, 76; James, 74; Huneker, 71; and Roosevelt, 68.

F. D. Brandon of San Francisco, a collector interested in first editions of Mark Twain, takes issue with Merle Johnson in his "Bibliography of Mark Twain" upon disputed or vague points in regard to the first edition of "The Gilded Age." We reprint his letter giving his point of view and conclusions in full:

In his notice of "The Gilded Age" (page 31 et seq.) Mr. Johnson says, "Much confusion has been injected into the first-edition question on this book" &c. &c., and then proceeds to describe a spurious title-page bearing imprint

"American Publishing Company, 1873." At the Auction Sale of Mr. Johnson's Twain Collection, four years after publication of the Bibliography, a copy of the edition with this spurious title-page was offered, described as "Mr. Johnson's own copy, and probably the only copy known." It would therefore seem that the danger of "much confusion" from that spurious source is entirely negligible. Much confusion has, however, been injected by Mr. Johnson himself into the question of what are to be regarded as first-issue copies of that first edition, and particularly as to what date the title-page should bear—it being evidently assumed by him, tho not too confidently, that only copies bearing the sole imprint "Hartford: American Publishing Company, 1874" are to be so considered, and this mainly because, out of 60 copies sent out from the bindery for reviewing purposes, the one he saw had that imprint. It does not appear that he saw any of the other 59 review copies, or that any of them were dated 1874, or any other date than 1873, which, according to his own statements, was the correct date of the "actual publication" of the book. Speaking of the cut on page 403, absence of which is one of the marks of a first issue, he says, "This cut was afterwards supplied, even in some copies dated 1873." He would hardly have said this had he felt sure that 1873 was not the correct date of the first issue. His allusion to "more than one firm name on title" might seem to imply that this would militate against such copy being first issue. This could hardly be, however, for it seems to have been customary for the American Publishing Company in issuing the Twain books of that period, both before and after "The Gilded Age," to have more than one firm name on title, in first as well as in other issues, and his suggestion, that he had seen no correct copy in 1874 bearing more than one firm name, would have more weight if he had told us how many correct copies in 1874 (or of that date) he had seen, and even then would not be decisive of the question.

We may fairly conclude, from what has been said, that the essential points distinguishing first issues of this book, and in which they differ from all other copies, are that the title-page is dated 1873, and that page 403 lacks the cut which appeared in later copies; that as between copies dated 1873 and having the cut, and those dated 1874 which lack the cut, there is no choice—while each is an early copy of the first Edition, neither is first issue. All copies of first Edition must, of course, have "Eschol Sellers," but whether the title-page bears the imprint of one firm, or more, is unimportant.

F. M. H.

Sessler not Rosenbach

IN reprinting from the London *Graphic* cartoons of two American visitors to London auctions, our June 10th issue labeled both cuts as Philip Rosenbach, while the second should have been Charles Sessler.

Auction Calendar

Friday afternoon, June 16th, at 2:30 o'clock. A New York collection of books on art (European and Japanese) literature and history with some library editions of standard authors, etc. (No. 236.) The Walpole Galleries, 12 West 48th Street, New York City.

Wednesday afternoon, June 21st, at 2:30 o'clock. Rare American history, early American broadsides, English sporting books, etc. (No. 1305; Items 915.) Stan V. Henkels, 1304 Walnut St., Philadelphia, Pa.

Thursday, June 22nd, at 12 o'clock noon. Rare Americana, including many rare and interesting items. (No. 139; Items 389.) The Heartman Auction Co., Raritan Bldg., Perth Amboy, N. J.

Catalogs Received

Americana, art, sport, natural history, etc. No. 15.) Shepard Book Co., 408 State St., Salt Lake City, Utah.

Books on engravings. (Items 1048.) The XVIIIth century Shop, 713 Madison Avenue, New York City.

English, French, Italian and Spanish books on many subjects. (No. 26; Items 477.) Grafton & Co., 7 Coptic St., New Oxford St., London, W. C. 1, England.

Important works on zoology, botany and agriculture. (No. 94; Items 1490.) Dulau & Co., Ltd., 34 Margaret St., London, W. 1, England.

Interesting books. (No 274; Items 411.) Holland Bros., 21 John Bright St., Birmingham, England.

Literature and bibliography, Shakespeariana, etc. (Items 334.) Chaundy & Cox, 40 Maddox St., London, W. 1, England.

Livres Anciens et Modernes. Jean Maisonneuve & Fils, 3, Rue du Sabot, Paris, France.

Scarce and interesting old books. (No. 367; Items 273.) Joseph McDonough Co., 174 State St., Albany, N. Y.

Standard juveniles in completely resewed and reenforced bindings for library and school use. H. R. Huntting Co., Myrick Bldg., Springfield, Mass.

Rare books, sporting books, choice bindings, old prints, best editions of standard authors and miscellaneous works. (No. 18, Part 2; Items 347.) Gardenside Bookshop, Inc., 280 Dartmouth Street, Boston, Mass.

Scarce and interesting books and autographs. (No. 231; Items 448.) Myers & Co., 59, High Holborn, London, W. C. 1, England.

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Under these headings subscribers are charged 15c *a line (no charge for address); non-subscribers* 20c *a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.*

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] *after their firm name. The appearance of advertisements in this column, or elsewhere in the* WEEKLY *does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

BOOKS WANTED

Abraham and Straus, Inc., Brooklyn, N. Y.

Blix, by F. Norris, published by Doubleday.
Gentle Art of Making Enemies, Whistler.

Aldine Book Co., 436 Fourth Ave., Brooklyn, N. Y.

History of Oregon, Lyman, 4 vols., several copies.
History of Montana, 1885, several copies.
Pennsylvania German Monthly, vols. 1 to 6, any odd nos. or vols. wanted.
Can use several copies.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Christian World Pulpit, bound in cloth vols.
Complete set Pulpit Commentary.
The Unequal Yoke.
Complete set of Britannica Encyclopedia, latest handy vol. edition.
Complete set of the New International Encyclopedia, latest ed.
Complete set of Hasting's Great Texts of the Bible, twenty vols., Scribners.
Complete set of Carroll's Interpretation of the English Bible, in thirteen vols.
Baptist History, Benedick.

The American News Co., Inc., 9 Park Place, New York City

An original copy of Mrs. Eddy's Autobiography written by herself some thirty years ago.

Bailey's Book Store, Vanderbilt Square, Syracuse, N. Y.

Sins of the Father, Thomas Dickson.
Theodore Roosevelt the Citizen, Jacob Ries.

The Baker & Taylor Co., 354 Fourth Ave., New York City

Peasant Art in Russia.
Peasant Art in Italy.
Peasant Art in Austria and Hungary.
Above International Studio, Supplement Numbers, John Lane & Co.

H. C. Barnhart, 35 West Market St., York, Pa.

Set Francis Parkman's Works.

Barnie's Haunted Bookery, 725 E St., San Diego, California

Butler, C. S., Old Testament Word Studies.
Collins, M., Through Gates of Golden.
Examiners Teacher.

Barnie's Haunted Bookery—Continued

Ibsen, Shaw, Wilde, Sets.
Roberts, Syllabus of Parliamentary Law.
Webster's International Dictionary, 1919-22.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

Beaumarchais and His Times, 4 vols.
Adventures of Bryan O'Linn, (Children's Poem).
Indian Map of Locations Known to Narragansetts by Ryder, 1904.

The Beacon Book Shop, 26 West 47th St., New York City

Eucken, Truth in Religion, Putnam.
Hirth, Ancient History of China, Col. Univ.

Beecher, Kymer & Patterson, Kalamazoo, Mich.

Wagner and His Isolde, Dodd, Mead.
Parker, Battle of the Strong.
Martman, Peasant and Prince.
Abbott, American Watchmaker and Jeweller.
Noel, Buz.
Sterling, Store of Sir Gallahad.
Statesman's Year Book, 1921.
Nature's Finer Forces.
Paine, Book Buried Treasure.
Bradley, Highways and Byways in S. Wales.
Porter, What I Have Done with Birds.

C. P. Bensinger Cable Code Book Co., 15 Whitehall St., New York City

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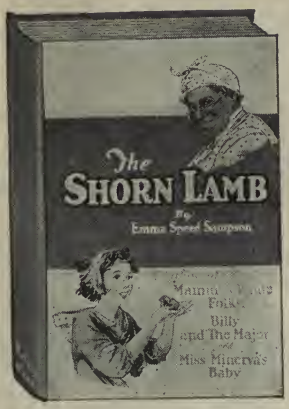

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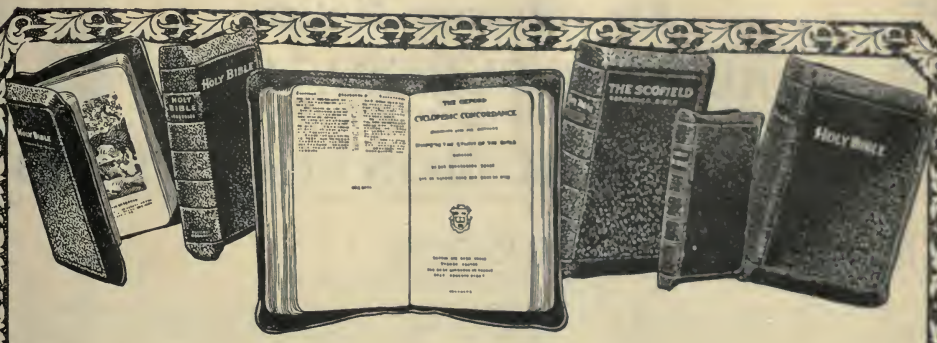

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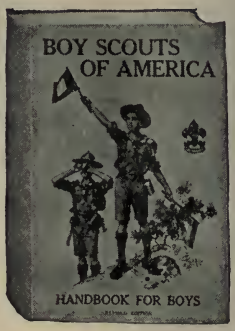

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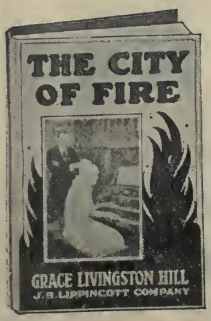

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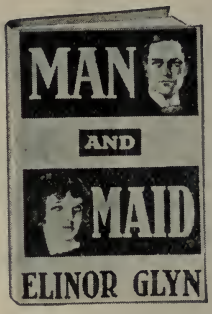

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The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
FOUNDED BY F. LEYPOLDT

June 24, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Buyer and Seller

WHEN the traveler, with samples, sits down for his appointment with the buyer of a bookstore, the stage is set for the most important single operation that the manager undertakes. The morale of the store and its public reputation may depend on things more intangible and possibly more fundamental to progress—his selling plans may have even more to do with his growth—but the things that go into such operations are more widely scattered and less easy to analyze, while the process of buying is a special situation that can be very concretely considered.

The trouble with the situation often is that it is not carefully enough considered, at least on the part of the buyer. It is to be admitted that to be a properly prepared buyer is a difficult and arduous process. The salesman has been very carefully and very systematically prepared for his part—salesmen's conferences, discussions with the sales manager, careful study and reading of the books carried, and repeated practice in presenting the line which trains him to eliminate the unessentials and to find the most effective arguments. The buyer, however, has to meet salesman after salesman in succeeding days, and each one presents a different problem. That the buying may be correctly and successfully done means that he should be as adequately prepared for his part in the meeting as the salesman is for his. Not that the salesman should be less well primed, but that the buyer should be so well prepared that he can interpret the salesman's information and enthusiasm in quantities to suit his own use, outlet and selling force.

Mr. McKee, who has been both seller and buyer in the book field, points this out very succinctly in his article on buying in this issue. Just how detailed shall be the system by which the buyer prepares for making his order must be worked out by the buyer himself, with full realization that it is the *pertinent* facts that he needs to have at hand, not facts in so great detail that their preparation will take more time than his organization can arrange for. A clear picture of his general business condition is needed; all the facts as to the sales of the particular line under discussion in previous seasons, both new and stock items; the records of the months immediately preceding, to supply information as to re-orders; a variously collected knowledge plus instinct of what the public is interested in at present or likely to be interested in, in the month ahead. Such information will lead to cool judgment, active reordering and justified totals in the purchase. Information and intelligent use of it puts the buyer on a par with the seller, to the mutual satisfaction of both.

Buying for Turnover

A RECENT discussion has made a magic word of the subject of "turnover." Its importance, and the characteristics of its magic should be understood by every buyer. If a dealer were to buy goods at a margin of 35 per cent but his total sales were so limited that he could not keep necessary expenses below 35 per cent of his total, no rapidity of turnover would make profit appear. Or, if he should buy goods at an average of 35 per cent, should have expenses of 30 per cent but have a steadily increasing stock on hand and losses from overbuying, there still would be no profit no matter what the turnover. If, however, a bookseller should be doing $50,000 worth of business at a 35 per cent margin and a 30 per cent cost and has carried to do that business a stock of $16,250, he will have turned his stock twice and shown a net profit of $2500 on his stock investment, or about 15 per cent. If he can do that same amount of business on a stock of $11,000, which is perfectly possible, he will have a turnover of about three times and a profit of 22 per cent on his stock investment, and this will be improved by the fact that there has been less interest charge on the money invested and less depreciation to take care of at the end of the year. Between the two times turnover which is quite common and the four times turnover that is quite possible, there is a vast

CHICAGO BOOK FAIR
July 5 to 15

difference in results. If these results are obtained merely by cutting down the amount of stock carried, this of itself may simply mean leaving many customers dissatisfied with the service given to them at the store. It is accomplished by such intelligent timing of stock arrival to the needs of the community that better service and fresher volumes are supplied from the smaller investment. Rapid turnover is of the greatest importance to business success only when it is an objective obtained by more careful preparation and keener sense of the public's needs.

Business Prospects

LAST year the business columns of the newspapers were full of articles preaching optimism to the business man and prophesying rapid business recovery. Much of this material was wasted, as the business man trusted even more implicitly to his own findings than to what he saw in print. That the book-trade generally prospered in such a year was an undoubted indication that there were fundamental conditions favoring an increased distribution of books which carried the sales forward, even in generally troublous times.

The business and statistical columns of today carry much less of oratorical prophecy and much more of concrete fact that can be interpreted to mean an increased national prosperity. There never was a chance for an instantaneous rally, and the fact that the present improvement is along steady rather than spectacular lines is all to the advantage of business. Retailers are still buying conservatively, as there is now an ingrained habit to keep stock well down, but they also realize that the fall has real promise and that the well assorted stock is the one that will build business. In some districts there will still be local conditions that will make all buying very conservative, but publishers whose travelers cover the whole country pretty thoroly report that the area of these special situations is far less than last year.

This fall is to be the culmination of the largest general campaign for books that the trade has ever undertaken. With posters, dealer material, special articles, and a co-operative enthusiasm, the publishers and retailers will be behind the fall slogan "Every Real Home Has Books" as well as back of the Children's Book Week and Christmas giving campaign. Promotion efforts cannot upturn the great underlying currents of the nation's business, but they can greatly help to divert a flowing current into new directions, and it would seem as tho the banks of the general business activity were to hold a larger flow than in 1921, and the book-trade has good reason to believe that the figures of last year's buying and selling can be taken as low water marks not as a level from which the tide may still recede.

Small Buying vs. Turnover

"IN preaching the good old doctrine of turnover to the trade we are afraid many advertisers are allowing themselves to slip on dangerous ground" says an editorial in the June 8 *Printers' Ink*. "The principle of turnover is a difficult thing to explain clearly. Many persons, seem to confuse it with small buying. In several trade advertisements which we have recently read, the advertisers were unintentionally advertising small buying, altho what they had in mind was to tell retailers the advantages of getting a rapid rate of turnover on their merchandise.

"To be sure, the retailer who overbuys is not able to show a profitable rate of turnover. But underbuying is just as bad as overbuying. In fact, to be out of certain important items of merchandise constantly is one sure way to slow up turnover. A retailer cannot sell what he is 'just out of.' His sales suffer because of his failure to keep an adequate stock.

"In still another respect does underbuying retard sales. Even tho a merchant may have a certain article in stock, his customers will not buy it enthusiastically because his assortment is not complete enough to be inviting. People like to buy from full lines. We have seen purchasers refuse to buy such a well-known article as Mennen's shaving cream, because the proffered tube happened to be the last one the dealer had. The other evening we wanted a sprinkling can, but did not buy because the retailer had only two sizes to offer. We imagined we wanted a size in between.

"Every day, everywhere, merchants are losing business because of the inadequacy of their stocks. Today an unprecedented number of retail stocks are wretchedly balanced and lack variety and range. A little observation will convince any person that this is true. It is the one glaring weakness in present retailing.

"So let us continue to preach turnover, but in doing it let us not forget to warn retailers that the *sine qua non* of a satisfactory volume of sales is an adequate stock of goods."

The Gentle Art of Buying

By Walter McKee
John V. Sheehan & Co., Detroit

"To sell is easy; to buy divine."

I WELCOME this opportunity to contribute my little "bit" to this symposium on the problem of the buyer because so little seems to be written on the subject and so much needs to be known. In contrast to the hundreds of books on salesmanship, there are only one or two on buying. I have often thought that we might well have a literature on How to Buy as well as on How to Sell. While it is true, most books on retail selling or retail management devote some little space to buying and turnover, what we need is some ample and scientific treatise on the subject of buying.

The Buyer's Policemanlike Duty

My experience as a publisher's representative convinced me that the average bookseller does his buying in the most haphazard manner and has but little idea of the particular amount of money he is spending with any particular publisher and also no idea of its relation to the whole amount he is justifed in spending over any seasonable period. The usual practice is as follows: The publishers' salesmen come to town with the fall lines. The bookseller looks them over and buys what he thinks he can sell (or often what the salesman makes him think he can sell). After the salesman leaves town he receives a copy of his order which may or may not show the net total amount he has purchased. After doing this with thirty or forty publishers' lines, he may have an idea that he has purchased a large quantity of merchandise; the publishers' statements on January first prove his idea to be correct. If he has fortunately not made too many mistakes, and business has been generally good, he can pay all of these bills without much worry. Hence he assumes that he has bought well and so repeats the process until, to use the vernacular, he gets a "bump." Then comes the time when he asks himself "How can I prevent this tragic occurrence?" What follows is my personal solution of this problem. "A poor thing perhaps, but mine own." Experience and what little help I have been able to find in general business books have been my teachers.

If salesmanship is selling books at a profit, buying is also the same thing, for the most successful buyer will be he who is buying for a store that not only has a constant stream of merchandise coming into the store but also one going out—out at a profit. Few bookstores are so large but that the buyer can also be the seller. I do not mean necessarily the seller of individual items in the store, but the director of sales. He it is who knows why merchandise is bought and at what price, and he it should be who should say how, when and at what price it should be sold. The buyer's relation to the merchandise should be that of the policeman to the vagrant, "Keep moving." The buyer should never lose sight of the fact that the moment a book comes into the store it begins to cost money in interest and in depreciation. No matter how intrinsically good a book may be, every day it stays on the shelf it becomes a poorer piece of merchandise. To keep the stock for which you are responsible as a buyer, clean and moving, every book should be marked in such a way that you can immediately tell how long it has been in your stock. Most successful department stores adopt this method. If you have not already established such a system, start today. The simplest method is to use the alphabet for the years and figures up to twelve for the months so that three years from now if you find a book in your stock marked "A6" you will know immediately that you bought the book in June 1922 and it should long ago have been on the shelf of a library and the money originally invested in it, re-invested several times since. I do not believe any bookseller will ever be too ruthless in clearing out at some price, good books that have reposed a year or more on his shelves. January and February are the months for clearing up the previous year's mistakes.

Buying and the Budget

Now for the plan for successful buying It is contained in one word, that word being BUDGET. Perhaps you have already tried it and say that it can't be done in the book business. My answer is it can when you have adjusted the budget to conform to the needs of your particular business. It may take time and much experimenting, but it can be done and regardless of what you do accomplish by it, it will result in a much better method than the haphazard method of "rule of thumb" or "rule of mouth" you may now use. Incidentally in making a budget for your guidance, you will find many interesting and illuminating facts about your own business per-

haps that you never knew before. Suppose you start today to do your fall buying. To do so intelligently and safely you need at your desk the following:

First. Your present inventory at net cost. If your store is departmentized, you need your inventory by departments. Usually in a book-store you need but two sets of figures, general book inventory figures and juvenile department inventory figures.

Second. Sales at cost for the period June first to January first.

Third. The amounts purchased from different publishers on *travelers* orders over the same period of time last year.

Fourth. The amount spent on re-orders by mail, special orders, library orders and so called "dark horses"—books which initially purchased in small quantities surprise their publishers themselves by selling big. The difference between your total purchases for this period and the total amount for travelers' orders will give you the above mentioned figure.

Fall Orders

With all of the above information at your command, you can easily determine the gross amount that you can safely purchase on the initial fall trips of the publishers' representatives. I believe most of our mistakes are made at this stage of our buying. How this gross amount will be divided among particular publishers must of necessity vary, as some publishers have very good books one season and very poor ones the next. By referring to the list of titles of each publisher and the amount spent over previous years you will be able to determine the proportion each publisher should have this year, if his list appears to be equally good. By not spending your entire appropriation at this time, it is obvious that you will have a reserve fund for books that prove to be big sellers and also to take advantage of items that may not appear until late in the season. No rules can be laid down for the amount to be spent on re-orders, as after all, the personal equation enters here and it becomes largely a test of your own personal judgment based on your location, class of customers, and efficiency of your selling force, and the number of copies previously sold of the same book. I believe, however, that fewer of our mistakes are made here than at the previous stage of buying. This is borne out by the eagerness of the publishers to obtain as large initial orders as possible on new publications. This is, however, an objective that defeats its own end, as we are all willing to buy more of good selling titles if we are not loaded up with too many poor selling books in large quantity.

Another idea in buying which might work to the advantage of both bookseller and publisher would be to change the quota of buying on new and old titles. As salesman and buyer. I have noticed that most orders placed with traveling-men are divided up as follows: two-thirds of the amount of the order will consist of new publications and one-third regular stock items. In other words, we spend more money and buy more of the new and untried titles which neither publisher nor bookseller can say with certainty will sell than we do of the books that have been found to be sellers and are in constant demand. Why not vary it and make the proportion as follows: one-third new publications and two-thirds regular stock items? I really believe that on the first of January the inventory would be much less, as you would not be stuck on so many new publications and you would have lost fewer sales on so called stock items than formerly.

Because of the character of books it is more difficult to treat what we buy and sell in the book business as merchandise than it is in any other line of business. While this is generally true, there are, however, some competitive lines upon which the buyer is given an opportunity to exercise his judgment and by making a wise selection to cut down his investment to the smallest possible amount in any given class of books. I refer to the competitive juvenile lines at the same prices and also to the following kinds of books:

Graduation Books	Baby Books
Wedding Books	Cook Books

Books Like Other Merchandise

Various other handbooks and series of books published at popular prices.

It is possible for the buyer to treat all of the books which are covered by the above classifications in the same way other merchandise is considered:

Best cheap edition.
Best moderate priced edition.
Best high priced edition.

A careful watching of your stock will enable you to determine which lines can be classified under the above three headings. Then you can proceed to buy only these publications eliminating all the other publishers who seem to duplicate them and it is obvious that this plan, strictly adhered to, will enable you to cut down your investment and enable you to increase your turnover and that is the only way that profits can be made.

All of the above remarks are the result of a constant endeavor over a period of seven years to find out how to buy books more intelligently, to operate with a smaller investment, to increase the turnover and enlarge profits.

What Buyers Expect from Salesmen

By Ward Macauley

Macauley Brothers, Detroit, Mich.

THE first point of contact between the buyer and the salesman is the receipt of the advance announcement and catalog. The buyer has a right to expect that a reasonably accurate announcement will reach him several days before the arrival of the salesman. By reasonably accurate, we mean the reverse of this: "Our Mr. Pulver will be in your city on the 20th instant" only to have Mr. Pulver pop in on the 16th. The salesman requires the closest co-operation from his firm's correspondence department, if he is unable to give this important matter his personal supervision.

Preparation For the Traveler

Some houses do not habitually announce the calls of their travelers. This is more likely to be the case with firms showing small lines which they consider do not require advance attention. Ordinarily perhaps this does not inconvenience the buyer, as the small line may be satisfactorily disposed of in half an hour. On days, however, when several travelers, whose coming has been properly announced, are in town, the salesman who didn't bother with an advance notice has no right to complain if he is compelled to wait until the others are out of the way. The experienced travelers so well recognize the fundamental importance of accurate announcement they require only to be reminded to see that it is properly done.

The proprietor of a large bookstore while on his vacation received word that three salesmen with important lines were to be in his city on a certain date. Cutting his vacation short several days, he hurried home only to learn that one of the three had already departed and the other two had not as yet appeared. Such an incident, while exceptional, reveals the importance not only of sending out accurate announcement but of sending further word in case of any important change of plans. So much of the buying is done in the summer months when vacations and short outings may interfere with appointments that better results can be obtained by closely watching this matter.

"Is my catalog checked?" the salesman asks hopefully.

"No," complains the buyer. "Your catalog hasn't come." After the salesman has departed to the next town, the missing catalog appears. This has been known to happen. There is much complaint among salesmen regarding unchecked catalogs, largely no doubt with good foundations. A catalog carefully checked in advance, with the proposed order largely decided upon, leaves the buyer's mind free to concentrate upon the new titles and upon the outstanding items which the salesman will present to him. The poorest way of working is to have the salesman call item after item and the buyer attempt to say what he wants from memory of his stock.

Haste is the greatest foe to good buying and haste can be averted by advance consideration. Catalog checking is the best possible way to train the salesforce in knowledge of stock, and a keen department head will often put his assistants to checking lists even when no traveler is expected. The salesman and his firm should remember that second-class mail is not delivered as promptly as first-class and send out catalogs in good season. However, the efficient buyer should not be dependent upon the arrival of new catalogs. He should constantly maintain an up-to-date file containing two or three copies of the latest catalogs of all leading publishers. This file will serve several important uses, but for the buyer, it will be a great help in being properly prepared for the salesman's arrival. *"Take time by the forelock"* should be the motto of every buyer.

Keeping Appointments

When the salesman reaches the city, the buyer may reasonably expect an early call. It is not conducive to the best of feeling to learn that Johnson has been in town since Tuesday morning when, on Wednesday afternoon, he asks attention so that he can leave that evening. Few travelers offend in this regard, the great majority being most punctilious to observe the proper etiquette but any who do have such a penchant should seriously consider revising their methods. Indeed courteous consideration of every buyer, whether his order be large or small, is the first essential of successful salesmanship. Referring to a buyer as "a prince" because he is employed by a big house and to another as "a piker" because his business is small shows a fatal lack of discrimination that fortunately has been long outgrown by nearly all book-salesmen.

Much has been said at one time and another about the lack of attention to appointments on the part of buyers and no doubt with justice. Mr. Perkins has an engagement at the hotel at two o'clock. Instead of leaving his office at a quarter of two as he should, he waits until just the hour. On the way out, he meets a friend who desires some 6½ size envelopes, which apparently no one but Mr. Perkins can satisfactorily supply. Result, he whirls into the sample room, very much out of breath at thirty-two. As the salesman had another appointment at three o'clock, this delay becomes serious, upsetting all the afternoon appointments and perhaps forces a cancellation of one. It causes the embarrassment of having two buyers in the sample room at the same time.

Salesmen Must Know Their Line

Buyers should be most careful to meet all engagements promptly. If unavoidably prevented from doing so, telephone arrangements should be made for a later time that will not conflict with the salesman's other engagements. Salesmen are most careful in meeting hotel appointments, and few buyers can claim to have been often kept waiting, except in such case as the above. In regard to engagements at buyers' offices salesmen are sometimes not so careful. "Three o'clock" may mean anytime between lunch and dinner, on the assumption that the buyer will be in all afternoon and that one time is as good as another. It is true that in many cases, it does not greatly matter but there are times when it does make a good deal of difference. If the buyer names three o'clock because he has other engagements at four and five, it upsets things considerably to have the salesman come in at four-thirty and wonder why Mr. Buyer is not waiting to receive him.

A buyer, with a convention of salesmen to take care of, most carefully made appointments at his office for two o'clock, three o'clock, four o'clock and five o'clock. At three-thirty all four salesmen were in the store and new appointments were necessary. Going back of the returns, no doubt we would find that late buyers had delayed the first two salesmen, but the five o'clock man could hardly have thought that the hour was material. Salesmen will do well to make as great an effort to meet an office appointment, when it is specific, as they do to keep their hotel engagements. Buyers should mention an exact time when possible and then keep that time free. The balance, as regards punctuality in meeting appointments is well in favor of the salesman, but he can also do much to remedy a situation that often compels using three days to do the work of two.

The buyer has a right to expect the salesman to know something about his line and not merely to try to inject enthusiasm without foundation. The best salesmen do know their lines and that is why they are the best salesmen and represent the best houses. Only very new buyers can be swayed by such generalities as "a magnificent book," "sure to be a best seller," "better than 'Main Street,'" etc. The bookseller may reasonably expect a salesman to have a better idea of his merchandise than a certain retail salesman displayed in answering a question regarding "The Cardinal's Snuff Box." "Ah, yes," he said; "a delightful story, all about a dear old cardinal and his snuff-box." The buyer depends upon the information that the salesman can give him, and that information, to be reliable, must be based on the salesman's thoro knowledge of his wares. The bookseller will learn more about his stock from what he gets in advance from the salesman than in any other way, and publishers will do well to provide their representatives with all the facilities to be properly informed. Such a representative, working on the solid foundation of a knowledge of and a faith in what he is selling is building much more solidly than the "Salesman" who substitutes pep and professional enthusiasm for more weighty qualities. The buyer respects the salesman who knows his line. That is axiomatic.

The Salesman Who Has the Buyer's Confidence

The buyer has the right to expect the salesman to give him real assistance in deciding the proper quantity of each title. The relationship should not be one of offense and defense, a sparring match in which the salesman tries to get as much as possible and the buyer exerts every effort to resist the attack. The two should co-operate in reaching the proper conclusions—and no publisher should expect his salesman to do more. It naturally follows that the salesman must have some idea of the bookseller's busines, its size, its general character, its possibilities. A salesman once asked for an order for 250 copies of a certain book. The buyer replied: "Why, So and So, if I bought 250 of this book and all other books in proportion, I would need to do a book business of a half million a year."

"Surely" said the salesman, "surely you do more than that." As a matter of fact, the total book business of the city's several book stores did not at that time reach that figure. The salesman's suggestions, based on such lack of information, could not be very helpful. The buyer should discuss these matters frankly with the salesman and the salesman must regard such confidences as inviolate. He should not repeat to competitors, or salesmen,

or out-of-town booksellers intimate matters which he learns in the course of serving as an aid and guide to buying.

The buyer and the salesman can discuss the various quantities in a mutually helpful spirit. The salesman steers a wrong course when he suggests ten when he hopes for five, twenty-five when he expects ten, a hundred when he would be well satisfied with fifty. He is much like the Jewish school-boy who, when the teacher asked what two and two amounted to persistently replied "five" and later confessed that it was for the purpose of allowing the teacher to "jew me down." The salesman who suggests "jew me down" quantities eventually loses the buyer's confidence and when he has a really big book is unable to win the support of the bookseller for it. The parrot type of salesman seems to be nearly extinct—the "make it ten," "make it twenty-five" variety is seldom heard nowadays. The buyer may rightly expect more intelligent service and in the main he is getting it. The large majority of salesmen are making a real effort to be fair both to the houses they represent and the customers to whom they sell. Any who do not are pursuing a path of folly.

Where Friendship Comes In

Good fellowship must not be expected to take the place of proper service in salesmanship. Friendship can never be safely presumed upon. We are bound to favor those we like and naturally those who thru a long course of association have shown themselves worthy of confidence. The buyer has a right to expect that the salesman's friendship will be evidenced by sincere assistance, rather than by a desire for orders larger than the merits of the publications warrant.

A traveler making a certain territory regularly should receive full credit from his house for all business received from his customers, a custom prevailing in many lines. This would do much to avoid over-selling—which is an evil from the publisher's standpoint quite as much as from the bookseller's, because over-buying means slow payments, lack of good-feeling, begets over-caution as to new ventures and destroys initiative. The salesman who thoroly and capably presents his line to his customer, maintains a friendly relationship, initiates plans for enterprising sales campaigns; in a word does everything to help that bookseller sell his firm's books is entitled to credit for re-orders just as much as for the orders taken in person.

The buyer has the right to expect that the salesman will make a written record of any special arrangements entered into. How much bickering and ill-feeling might have been saved had this always been an inviolate rule! The salesman should willingly do this, the buyer should insist upon it. The buyer may also expect that his order be promptly forwarded and a clear-cut copy sent to him, that instructions be carefully noted thereon, that the mechanics of the transaction be efficiently handled in every detail. Both salesmen and buyers should obey the letter of the law in attention to business-like methods and each has a right to expect it of the other.

Upon such relationships as these, firm friendships are formed and upon mutual confidence and respect a business structure of enduring work may be erected.

How To Treat a Salesman

From "Buying Goods" by Albert E. Bull

Sir Isaac Pitman & Sons.

"MY firm has given me a real bargain line to offer" said one traveler to another, "and I am wondering who to show it to."

"Take it to Rowley. He loves a close cut."

"No I will not take it to Rowley" said the first man, "and if ever you get bargain lines you won't take them to Rowley—at least, you don't if you think it out. That man always insults me or sneers at me or tries to cut my prices to ribbons. I call on him when I have my usual lines to offer. If I have any special value to give away I show it to the men who treat me with ordinary civility."

"Very reasonable, too."

"You see," went on the traveler with the special line, "a man like Rowley is a useful man to me in some ways. Apart from all his rudeness he is really a very good buyer, and I am able to test my prices—that is my ordinary prices—by his purchases. I know then if I am in the market or not. I wouldn't dream of showing him a special cut line; it would be wasting the man. I fancy that a good many travelers treat him the same way."

This is an obvious truth. The buyer who gets known for his belligerent and unpleasant manner is scarcely the one to be favored by a salesman when there is a special job going cheap. The salesman likes to give any benefit of this kind to the trader who has a little gratitude in his nature. He does not like to waste it upon one who will sneer at him just as morosely this journey as next.

But there is worse punishment even than this.

"I have informed Mr. Roger Blank," wrote a traveler to his firm, "that if he desires to purchase my goods, he may do so by writing you direct, and that I shall not call on him again. I know you will uphold me in this decision. I suggest that should he write you, you send the current month's list plainly marked in red ink, 'There are no concessions or discounts whatever off this list.'"

The close buyer who is polite can do much. The close buyer who is rude soon finds himself under the curse of Ishmael: "His hand against every man and every man's hand against him."

His difficulty becomes great indeed. When some travelers will not call at all, when others take their best lines elsewhere, and when nearly every traveler who knows him enters his office with a grim determination, "he may be rude if he likes or he can have twopence off the price, but he shan't score *both* ways."

All other opinions notwithstanding, politeness pays a buyer just as much as it pays a salesman. There is practically no boycotting in business nowadays, but we can't cut human nature right out of it. There is no law forcing a man to give his best bargains to the person who makes him most unhappy.

The buyer cannot too clearly hold on to this essence of his art. He may hear all the arguments, inducements and seductive suggestions of the salesman. He may be doing right, too, in allowing them to influence him and even to alter a formed and considered opinion. But once he buys, it is his own act. There is no court of appeal beyond his own judgment, no one who can be blamed but himself if the decision is a wrong one.

To say to a salesman, or even to form the thought, "If you hadn't pressed me so much I wouldn't have bought," is really another way of saying: "I don't know my own business; I am incapable of making my own decision; I am not fit to be a buyer."

When the final "yes" or "no" is spoken, the salesman cannot be blamed. This does not mean that the buyer may not sometimes leave rather full powers to the salesman. Many excellent buyers do this as a part of their policy.

To leave human nature in business entirely to the selling department is a mistake. This must have its place with the purchaser.

When a salesman spreads out his samples, it is almost useless for the buyer to look at them unless one also looks at the man who has brought them. If he and his firm are known to be honorable and capable people, the samples and quotations have a different meaning from those of a man whose word is a broken reed and whose character is colorless or worse, and who possibly represents a house as dubious as himself.

It is good business to treat all men with courtesy—especially salesmen. There are many traders who make no secret of the fact that they are kept in touch with the latest movements in their line of business, very largely thru the stream of information that flows constantly from eloquent commercial travelers.

A retailer added shop after shop to his original premises, and in each one made a new departure in his variety of goods.

"How do you learn all your different trades?" asked a friend.

"Quite frankly," was the reply. "I learn them from travelers. I have an instinct for retail business, but there are some technical details which do not come by inspiration. Salesmen gradually 'put me wise' on these, and experience does the rest."

Few buyers would feel much confidence if they had to learn their business in this way. Yet none the less the alert business man is always learning, and the salesman, as frequently as not, is his best ally in gathering up-to-date information for him.

To a large extent this custom has given place to a better method, and a clear statement of the regular days and hours at which the buyer may be interviewed is a familiar placard in many establishments.

There is another kind of inaccessibility that is not so easily broken down. This is the kind which belongs to the spirit and character of a man. Often intended to be business-like, it takes the form of curtness and sometimes rudeness. It puts the salesman at a disadvantage before he begins and results in lost time and ineffective interviews.

The fault does not always lie with the buyer. He is frequently a hard-worked man, with the unpleasant task of damping enthusiasm that pours itself over him thru countless hours. He has to meet a number of people with varying notions of their duty and to get them to "get a move on." Of late, too, his task has increased thru the growth of "scientific salesmanship" learned in college or thru a correspondence course, which, while probably useful in its way, is positively nerve-shattering to the man who wants to deal with thirty travelers before lunch.

The technically word-perfect traveler who knows his story by rote and who insists on going thru with it, and, if checked or thrown out, automatcally goes back to the beginning and starts afresh, is rather devastating to the busy buyer. But the proper response is not a frigid slight, but a genial "Sorry, my friend I can only give you two minutes."

Card Systems for Stock Records

Price	Cost	Sell	Adv.	Pub. Date	Publisher

JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	INV.
JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	
JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	INV.
JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	
From 115	25M-11-8-20					

THE CARD RECORD USED BY THE BAKER & TAYLOR COMPANY

EVERY BOOK NEW OR OLD THAT THIS JOBBING HOUSE CARRIES IN STOCK IS RECORDED ON A BIG "VISIBLE INDEX." THIS INDEX REFERS TO A CARD RECORD ON FORM SHOWN ABOVE. IN THE SQUARES ARE RECORDED THE ORIGINAL ORDER, THE REORDERS, AND PERIODIC STOCK ACCOUNTS. THE GROWTH AND PROGRESS OF THE SALE WITH ALL DETAILS AS TO COST ARE IN THE HANDS OF THE BUYER WHEN THE SALESMAN COMES FOR A STOCK ORDER

PUBLISHER

AUTHOR

TITLE

NUMBER OF VOLUMES PRICE COST

DATE OF PUBLICATION

Date Ordered	Quantity Ordered	Date Ordered	Quantity Ordered

A RETAIL BOOKSELLER'S INDEX FORM

THIS CARD FORM DEVISED BY CHARLES A. BURKHARDT, BUYER FOR E. P. DUTTON & CO., KEEPS THE LIFE HISTORY OF A BOOK IN CLEARLY READ DETAIL AND THE CARDS BEING FILED BY PUBLISHER ARE EASILY USED IN CHECKING UP A CATALOG FOR REORDERS. A FORM USED IN COLLECTING REPORTS FROM THE FLOOR IS SHOWN ON THE FOLLOWING PAGE

Publisher	Author

No. of Copies	TITLE	$ Price
	Vols	
	Vols	
	Vols	
	Vols	

NOTE: **If more than one volume — indicate**
If more than one edition — specify

Clerk's Initial_____

THE BUYER NEEDS PROMPT REPORTS FROM THE FLOOR

THE FORM HAS BEEN USED BY E. P. DUTTON & CO., TO GIVE THE BUYER SYSTEMATIC REPORTS OF BOOKS WHICH HAVE BEEN SOLD OUT ON THE RETAIL FLOOR OR FOUND TO BE NEEDED. THE CLERK'S RESPONSIBILITY FOR KEEPING UP A WELL ROUNDED STOCK IS VERY CONSIDERABLE AND THE USE OF A CONVENIENT FORM MAKES IT LESS LIKELY THAT SUCH REPORTING WILL BE NEGLECTED

Another Five-foot Bookshelf

FOLLOWING up Dr. Eliot's idea, and along the lines of Macmillan's Ladder Library, comes another "Five-foot book shelf," recommended by *The Sunday School Times* Company, of Philadelphia. It is a shelf for the Sunday school worker and dealer in religious books, consisting not simply of Sunday School Times' publications, but containing the best books on Sunday school methods and work, Bible studies, and child training, selected from the lists of fifteen publishers. The list was prepared by Hugh Cork, for many years connected with the International Sunday School Association, and now an editor of *The Sunday School Times.*

The ninety books comprising the "Five-foot shelf," assembled by Mr. Cork in a specially prepared trunk which he takes with him to the many conventions and institutes for Sunday School workers which he attends. The "shelf" is divided into five sections, the first covering the whole range of Sunday school work, is designated as the A. B. C.'s of the work; the books in the second section correspond to "first reader," and so on in each section until the harder and deeper subjects are reached. The "shelf" is well-balanced with books on history, organization, management, psychology, pedagogy, departmental problems, missions, evangelism, and Bible study.

The Kitchen Bookshelf

FURTHER promotion of the idea of the home bookshelf to include the practical books of household affairs is found on the *Tribune* Institute page which comes in the New York *Sunday Tribune.* In a recent number the subject was well stated as follows:

"Madame, how does your kitchen bookshelf grow? It is almost as important as your kitchen garden and certainly the books you plant in the former are partly responsible for the crop of good ideas, household progress and kitchen glory which grow with the seasons. If you are interested in adding to it, either in books on cookery, gardening, household management or other subjects related to the well-being of your home consult with the experts in the *Tribune* Institute.

New Members of French Academy

TWO new members have recently been elected to the French Academy, George Goyau and Emile Nolhac. M. Goyau wrote extensively under the name, Leon Gregorie. His last work is "The Religious History of France." M. Nolhac, for many years a journalist, is the author of a series of studies on Marie Antoinette, and several volumes of verse.

Straws Showing Which Way The Wind Blows

Foreign Exchange Conditions

IN the two countries with which the United States has the largest dealings in books, the change in money exchange during the past year has been greatly to the benefit of general trade conditions. Exchange with England is now at about 8% below par. This makes it much more possible for England to buy here and to keep trade balanced, which in the long run will improve the general total of transaction. Canadian exchange is less than 1% below par, an improvement of 1 point in the last month. Exchange with Germany is still at the very lowest ebb, but French Exchange has improved over last year.

Freight Shipments Show Gain

THE loading of commodities other than coal show increases over last year, according to a careful analysis made by the *Railroad Age*:

1919	2,362,310 cars
1920	2,675,832 cars
1921	2,349,883 cars
1922	2,771,674 cars

If the increase in shipments shown had occurred after the reduction in rates as has now been ordered by the Interstate Commerce Commission, those who had claimed that high rates had been preventing the revival of business would have attributed it to the reduction of rates, but it is obviously due to an improvement in general business conditions.

Trade Conditions

THE Chicago Federal Reserve District reports that the number of people employed in the month of May is 4.9 higher than similar months a year ago. General production in factories is 70% of full capacity as compared to 58% a year ago. The same district reports that "For the first time since December 1920 aggregate sales of department stores reporting in that district are ahead of the preceding year, and all but six firms show increases over the previous month." These gains in April are partly due to the later Easter, but the totals of March and April together are more favorable in their showing than the first two months of 1922. Further details from department store conditions show 2.3% increase over the previous year in Chicago and 9.6% increase in the amount of stock carried, the rate of turnover of the stock being 3.5.

The Federal Reserve Bank in New York district reports that department store sales for April 1922 are 2% larger than last year, which in turn were 15% ahead of 1919. The stocks on hand are 4% larger than last year.

Paper Prices

USING the average price per pound of printing papers, exports and imports, as a basis for estimating the rise and fall of the printing paper market, the National City Bank prints in its last bulletin the following statistics:

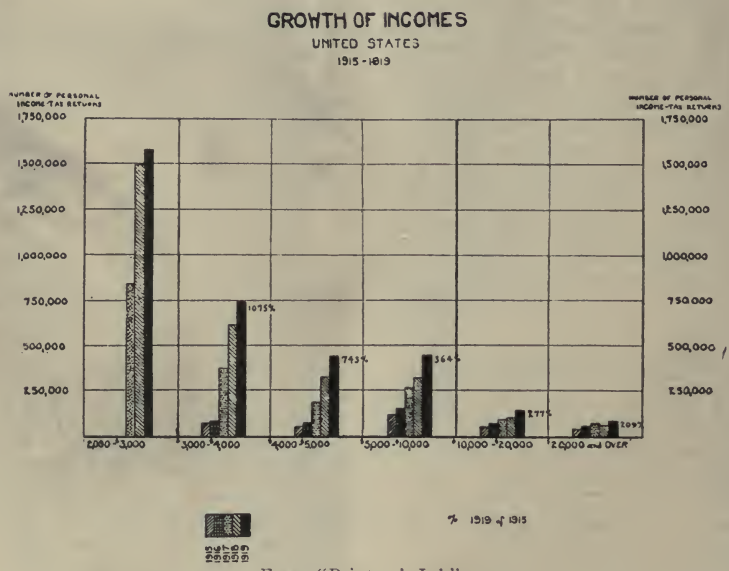
Printing Paper	1915	3.24	cents
" "	1916	4.31	"
" "	1917	5.45	"
" "	1918	5.66	"
" "	1919	6.97	"
" "	1920	10.21	"
" "	1921	10.81	"
" "	1922	6.66	"

These prices per pound do not indicate the average selling price in wholesale quantities, as the export and import figures represent largely big mill production, but they indicate the fluctuation and show that printing paper reached in 1920 a level of more than three times the starting point and fell to a level of about twice the former rate. The same bank, reporting on general business conditions, makes the following comment:

"The general business situation has continued favorable from month to month until confidence is now well established that the worst of the inevitable post-war depression is over. The recovery reflects the great recuperative powers which this country has within itself, but has been aided by a similar demonstration in other countries. Despite the seemingly almost insoluble problems arising from the war, and all the political controversies, racial antagonisms and half-baked social and economic theories that contribute to the confusion, the world has a tendency to a state of order. Prosperity is the fruit of a state of ordered, balanced and reciprocal industry, in which everybody works at rendering some service to others and gets his pay in the services which they render to him. Altho an appalling ignorance of mutual interests is constantly displayed, nevertheless people are bound to strive unceasingly to improve their relations with each other.

"The most potent general factor in the revival of trade has been the exhaustion of stocks, the wearing out of things in use, bringing consumers to the necessity of coming into the markets to supply their own wants and of selling what they might have to provide the means of purchase. The pressure of reciprocal wants gradually brings all branches of industry to the readjustments that have to be made."

Straws Showing Which Way the Wind Blows



From "Printers' Ink"

Changes in Market Conditions That Affect All Industries

"COMPARING the year 1919 with the year 1917, we find there were nearly twice as many people who had incomes from two to three thousand dollars" says C. C. Parlin in *Printers' Ink*. "We find there were more than ten times as many people who had incomes from three to four thousand dollars in 1919 as had in 1917. We had more than seven times as many people with incomes from four to five thousand dollars; more than three times as many people with incomes from five to ten thousand dollars; more than two and a half times as many people with incomes from ten to twenty thousand; and more than twice as many with incomes of over twenty thousand dollars. The figures for 1920 when released by the Government are going to show still larger numbers of each of these various classes. I suspect that the figures for 1921 when available will show some recession, but it is very clear that we are not going back to the 1915 level. We have permanently increased, very materially, the number of people in each of the larger income classifications. The significance of that to you in your business is very apparent. The number of people who are in a position to buy the instrument you want to sell is vastly greater than it was before the war."

Commodities Starting Up

A SPECIAL summary of May 31st from the Federal Reserve Board reports that the general index number of wholesale prices compiled by the Federal Reserve Board shows an advance of two points as compared with the preceding month making it 149. The index number of the corresponding month a year ago was 146. This advance is due to the advances in the prices of agricultural products and the materials used in certain basic industries. Generally speaking, an adjustment of prices among commodities and industries is approaching a more normal relationship. Reflecting the improved conditions in agriculture and in many basic industries, retail trade exhibits an enhancement of buying power, returns being more favorable than those of recent months. The report says:

"In general terms it may be said that the 'peak' in the upward movement was reached in 1919-20 and that the prices at that time averaged from 75 to 200 per cent. higher than in 1913, and that the prices in the opening months of 1922 still average approximately 50 to 75 per cent. higher than those of 1913. tho in a considerable number of articles the 1922 prices are as low as in 1913. Of course, there are numerous exceptions to this general trend of upward and downward movements."

Straws Showing Which Way the Wind Blows

Postal Receipts Increase

AN increase of nearly 15% in the business of the Post Office Department during May as compared with the same month last year may be regarded as an indication of the increased prosperity thruout the country, especially as related to business. Especially large increases were noticed at

Louisville, Ky.	32%
Dayton, O.	27%
Brooklyn	24%
Kansas City	23%
Denver	23%
Des Moines	23%

Business Failures Decline

FAILURES in May as reported by R. G. Dunn & Company were 28% below the high point in the current year. As compared with April there was a numerical reduction of failures of 9½% and of total liabilities 40%. May proved the smallest month since last September. Failures have been unusually frequent since October, and this recession may promise further declines.

Western Trade Still Grows

THE New York *Times* of June 11th carries from its Western correspondent the following comment on general merchandising conditions:

"The semi-annual pre-inventory sales of dry goods and merchandise resulted in a larger business than last year, and road sales exceeded those of the previous week, altho somewhat less than in 1921. There is still a strong tendency not to overstock, altho retailers here the past week expressed great confidence as to the future."

The Ideal Buyer

By One Who Has Sold

IT seems a rather curious and difficult task to assign a publisher, that of defining the "ideal buyer."

The temptation, obviously, is to delineate this delightful person as one whose faith in, and purchase of, the various publications of said publisher quite measure up with the latter's expectations.

While human, such a definition would be unjust. We evidently are on different sides of the merchandising fence.

On the one hand, or one side rather, the buyer has seen so many well-touted books "fliver," so many monuments pile up, gather dust, and even propagate, that he finds it hard to react to any enthusiasms except that of a continued and active demand on the part of the public—after the book is out.

On the other side, the publisher mourns over the indifference on the part of the buyer to some very worthy and lovely pieces of literature which later are found to be enduring.

Too frequently, the publisher feels, the buyer is unwilling to co-operate in a new venture, to meet him half-way, to do anything but play the sure things.

So you have both points of view, each with truth in it. It would, therefore, seem a fair definition to say that:

The "ideal buyer is he (or she) who maintains the truest balance between turnover and stock; commercial instinct and abstract literary enthusiasm; prophecy and past experience; reliance on his own judgment and courteous trust in the publisher's; and between his bank account and his pride in and love for his profession.

A noble one, too, it is.

There *are* some "ideal buyers" fine fellows, too. All honor to them!

May their tribe and their bank accounts increase!

"Take Along a Book"

THE effect of the summer slogan of the bookselling campaigns appears in one of the recent syndicated articles of H. Addington Bruce, headed "Vacation Days." Among the items of advice offered by Mr. Bruce are: "Take along sensible clothes for tramping thru rough country. Take along some good fiction, and most certainly take along a few simple books on birds and trees and wild flowers that will really help you get acquainted with nature. If you have never had any real acquaintance with nature before, a rare treat is in store for you."

THE INDIANAPOLIS Public Library has established a Paul Lawrence Dunbar Branch, thus connecting the name of the great negro poet with the extension of book service to his race.

The Chicago Book Fair Directory

NOTHING seems able to change the habits of bookmen. It has become a tradition with most of those who cover the Chicago Book Fair to show their lines either at The Palmer House or at the Congress Hotel, in July. But let it not be supposed that the choice of either of these hotels has no significance. As a rule the "old timers" and the men with keen competitive lines choose the Palmer —while the sellers of strictly copyright lines rather prefer the Congress.

The travelers who cover Chicago regularly are mainly the veterans of the road. The occasion of a "Book Fair" commands the services of the salesman of record, the man who, thru years of training, is thoroly groomed for the race for big business. A few yearlings, representing the newer publishers, will be in the line-up for a share of the stakes. Among those who will make things hum this year at the Palmer House and at the Congress the following have made reservations and will be part of the busy hive in the early weeks of July.

Appleton (D.) & Co., Emil Heikel, Auditorium Hotel.
Association Press, W. P. Blessing, Presbyterian Board of Publication.
Atlantic Monthly Press, James L. Crowder, Palmer House.
Barse & Hopkins, J. H. Hopkins, Palmer House, Room 240.
Bobbs-Merrill Co., T. F. Mahony, Congress Hotel.
Boni & Liveright, James L. Crowder, Palmer House, Room 315.
Brentano's James L. Crowder, Palmer House, Room 315.
Brown (Nicholas L.), F. J. Sloane, Palmer House.
Burt (A. L.) Co., Theodore A. Jasper, Palmer House, Room 222.
Cosmopolitan Book Corporation, Leon Archer, Congress Hotel.
Crowell (Thomas Y.) Co., George R. Hobby, Palmer House.
Cupples & Leon Co., M. F. Gallon, Palmer House.
Doran (George H.) Co., H. Rochester Drake, Palmer House.
Dorrance & Co., F. J. Sloane, Palmer House.
Duffield & Co., F. J. Sloane, Palmer House.
Feely (W. J.) Co., John Coakley, Palmer House.
Gold Medal Library, F. J. Sloane, Palmer House.
Harper & Bros., Adam Burger, Congress Hotel.
Holt (Henry) & Co., Stanley Walker, Congress Hotel.
Hurst & Co., Louis M. Levy, Palmer House, Room 324.
Little, Brown & Co., Frank Jones, Congress Hotel.
Lothrop, Lee & Shepard Co., L. W. Adams, Congress Hotel.
Macmillan Co., W. R. Kohr, J. G. Hamer, C. F. Hilts, F. D. Knapp, Congress Hotel.
McKay (David) Co., Alex. McKay, Palmer House.
Martin's (John) Book House, James L. Crowder, Palmer House, Room 315.
Nelson (Thomas) & Sons, G. F. Bachmann, Palmer House, Room 323.
Oxford University Press, Korbel, Palmer House.
Page Co., Wm. Cameron Robinson, Palmer House.
Penn Publishing Co., Frank W. Shoemaker, Congress Hotel.
Rand, McNally & Co., Harry M. Lamb, Frank Koopman, Joseph E. Goodwin, 536 So. Clark St.
Reilly & Lee Co., Wm. F. Lee, S. H. Darst, Palmer House.
Seltzer (Thomas), F. J. Sloane, Palmer House.
Standard Publishing Co., T. B. Booth, Palmer House.
Stanton & Van Vliet Co., William Stitt, Palmer House.
Stewart Kidd, James L. Crowder, Palmer House, Room 315.
Stoll & Edwards Co., W. M. Edwards, Palmer House.
Sully (George) & Co., Geo. Sully, Palmer House, Room 352.
Warne (Frederick J.) & Co., James L. Crowder, Palmer House.
Williams-Barker Co., F. J. Sloane, Palmer House.
Winston (John C.) Co., B. F. Hitchens, W. O. Shepherd, Palmer House, Room 308.

To the American Booksellers' Association

Office of the President,
Washington, D. C., June 17, 1922.

TO Our Five Hundred Members:

Just five weeks have passed since the end of the Washington Convention—just far enough away from it to consider its effects in a calm and unprejudiced way.

The judgment of all who attended and even those who have read of it, is that it was the most constructive—inasmuch as we adhered very closely to the convention theme selected—the most harmonious—for never before have the publishers and booksellers mingled with such a spirit of "oneness" and hearty co-operation—the most enjoyable—for we were blessed with ideal weather conditions which enabled us to take advantage of all the entertainment offered, in the most beautiful city in the world, our National Capital.

And we have reason to be proud—for the first time in the twenty-two years' existence of our Association, *we*—the *booksellers of America—have financed our own convention*—obtaining the best that the city afforded.

I wonder how many of you, having returned to your homes, have given any further thought to the real work of the year so auspiciously begun? I am confident that, during the convention, were each one of you asked for your special cooperation, you would have heartily given it. We did not make a personal appeal at that time but we are doing it now. To accomplish "big" things we must have an increased membership—by hearty cooperation we can accomplish anything! *And just as surely* as you were promised a full moon for the Potomac trip—just so surely are we going to *double our membership during the present year*—and *you* are going to do it! I want everyone who attended the convention, who is not a member, to *join now*—and you, who *are* members, to pledge yourselves to secure *one new member at once. Then* will we know that you are appreciative of what has been done and what we are about to do! The yearly dues are but $10.00, and $5.00 for associate memberships—just think, only *one and one third to less than three cents a day!*

With a *thousand members,* we can double our activities—whatever we undertake, and whatever appeal we make, the influence of a large membership will be felt.

Mr. Stanley G. Remington of the Norman Remington Company of Baltimore, Md. is the enthusiastic chairman of an enthusiastic membership committee. Please get in touch with him, *now!*

Just to think—if each of our 500 members secures just *one new member*—we'll have our quota immediately. It's easy—just cooperation, that's all! Your officers are going to work for you and you are going to work with us—for increasing efficiency—profit and good will in our chosen profession.

Sincerely yours,

SIMON L. NYE.
President.

The Cost of Doing Business

THE National Association News, published by the National Association of Stationers and Manufacturers of the U. S. A., printed in the May number a paper on "The Cost of Doing Business," with figures based on a questionnaire sent out to stationers. The paper was written by Fletcher B. Gibbs, of Chicago. It is intereseting to study these figures based on an allied industry, therefore a few paragraphs from the paper are reprinted here.

"Early in this year of 1922 we mailed to every dealer member a questionnaire on the Cost of Doing Business. On account of the set of cost finding blanks sent to every member a year ago, we felt confident that we would receive a large number of returns. I am sorry to have to report only a few over fifty out of a possible 900. The other 850 members either

(a) Have not closed their fiscal years,
(b) Are disinclined to disclose their figures,
(c) Are unwilling to undertake the trouble of making out a report.

"However, those that have been received are fairly representative of the industry. They come from dealers both large and small and from widely scattered localities. A careful survey of the fifty-six replies received to date reveals the following interesting information:

The average percentage of gross profit reported by 47 dealers is..... 36.87%
The average percentage of the cost of doing business reported by 56 dealers is 34.17%
The average percentage of net profit reported by 13 dealers is..... 6.43%

The average percentage of net losses reported by 13 dealers is..... 6.47%
The average percentage of net profit reported by 40 dealers who gave actual figures—and not percentages only—28 of whom showed gains and 12 losses, is 3.16%
The average percentage of increase in rent reported by 30 dealers is..... 71.29%
The average number of times stock is turned reported by 46 dealers is.... 2.89%

"A great many houses reported serious losses on the year's business; those whose books showed profits reported percentages running from 2/3 of 1 per cent up to 19.16 per cent.

"The fact that only a little over 6 per cent of our dealer members responded to this questionnaire and that a large percentage of the reports which were sent in were of a very unsatisfactory character, very clearly indicates the urgent necessity of improved cost accounting systems.

"The Federal Trade Commission has definitely stated that the efforts of a trade association to educate the individual member in the application of sound principles of cost accounting in his individual business, are *proper*. But that any subsequent effort of the association to reduce the individual costs to an average or uniform cost basis, and to procure the use of the group standard as a basis of price making by each of the individuals in the group, is *improper*. The individual must fix his own cost and his own margin. The group may not attempt to substitute a group average or standard—either of cost or margin—for the individual's figures without being in peril of becoming an unlawful combination.

"Under these circumstances there are many things for the retail stationer to do, but the one that he must do first is to take immediate steps to install a system of bookkeeping that will enable him to keep an accurate record of his cost of doing business."

A Short Cut to More Sales

THE June 8th issue of *Printers' Ink* contained the following sales plan outlined in an editorial:

"A salesman for a house making a nationally advertised product in the building line made an analysis of one week's work. He timed himself while in the presence of his prospects to find out what he said there. The sales manager had told him that what he said was as important as being in the presence of his prospect. The salesman's analysis showed that almost 80 per cent of his time was spent in convincing his buyer that he sold a high quality product made by a house of good standing that could be relied upon to keep its promises. Conferences with his sales manager after this analysis made him try an experiment looking toward a short cut to sales.

"He sent a letter about his company, together with a reprint of its most recent advertisement, to each of the men he was to call upon during the next week. The company's large output and its exceptional ability for making quick deliveries in all parts of the world were emphasized in the advertising. When the salesman made his next week's calls he talked only about service. He took it for granted that the advertising and the letter had sold prospects on the background. He tried concentrating on selling the merchandise and the service of his house, instead of spending most of this time on introductory conversation.

"At the end of the week he found that his percentage of sales from the prospects called upon had gone up 2 per cent.

"He is still working the new plan."

Retailing Selling Courses

FROM many directions there come indications that there is an increased attention to retailing as a business to be prepared for and a demand for those that will train for retail management and retail selling. Mr. Macauley, the Detroit bookseller, calls attention to a hearing given before the Retail Merchants' Bureau of the Detroit Board of Commerce on the subject of "Training for Retailing." Miss Leila E. Gerry, the representative of the Cass Technical High School, stated that, with the proper backing of retail merchants, Detroit will institute a four year high school course on retail selling. He urged an appointment of a committee of merchants to discuss this matter. Mr. Macauley comments on this proposal as follows:

"It certainly shows a widespread interest in the subject of retail salesmanship, even tho not allied to our particular line. It should do a great deal to raise the standard of efficiency in retail selling. It is a favorite indoor sport to criticize retail bookselling, but my observation has been that our handling of customers is better than that in most other lines. The reason of criticism can only be that more is expected of the bookseller."

Egan Quits Committee

MAURICE FRANCIS EGAN former Minister to Denmark, has resigned from the Knights of Columbus historical commission, which is undertaking to revise American history. Mr. Egan, it was said, had resigned thru "pressure of work."

The place left vacant by Mr. Egan has been taken by Dr. Joseph Dunn, professor of ethics at Catholic University, Washington, D. C.

Current Clippings

A Week's Gleanings of Book-Trade News

TONY SARG has made six most engaging drawings of "the way folks should stick to the summer reading habit—regardless!" three of which are here reproduced. These are used by *The Independent* to advertise its Summer Reading Number of June 24th. This number will also have a Symposium on "What I'm Going to Read This Summer," by notables from Babe Ruth to Judge Oliver Wendell Holmes.

SUMMER READINGS

AMONG THE PLAYS promised for the ensuing dramatic season are Eugene O'Neill's "The Fountain," a play of the Ponce de Leon period in which Lionel Barrymore will star; a new Booth Tarkington play, "Cunnel Blake," which it was once planned Lionel Barrymore would play but which will have Alfred Lunt in the leading role; and A. A. Milne's "The Romantic Age."

ONE OF THE MOST versatile of modern authors is Dr. Edwin E. Slossom, one of the two authors of "Plots and Personalities." He is editor of Science Service at Washington, and he was formerly managing and literary editor of the *Independent, and associate at the* Columbia School of Journalism. His book of popular science, "Creative Chemistry," is extremely successful, selling nearly one hundred thousand copies. Other well-known books of his are "Major Prophets of Today," "Great American Universities" and the "American Spirit of Education."

HUGH LOFTING has written another Dr. Dolittle book which will be published in the fall, "The Voyages of Dr. Dolittle." (Stokes.)

SPACE on the front page of several New York newspapers was devoted recently to Camille Flammarion's statement that he possessed sure evidence that the soul survives the disintegration of the body. The new book of the distinguished astronomer, "At the Moment of Death," is the second volume in his trilogy on life after death and is said to contain hundreds of well authenticated cases of communication with the dead.

SIR ARTHUR CONAN DOYLE said recently that he is about to create what he believes will be a worthy successor to Sherlock Holmes, whom Sir Arthur thinks too old to interest the present generation. "Just what my new character will be I do not know," said Sir Arthur, "I never try to force my thoughts. I feel sure, however, that my next character will not be a detective. I will break new ground."

A WRITER in the London *Evening Standard* tells a story worth repeating. The author of a recently published first novel was asked by one of his acquaintances for a copy on the following grounds: "You get free copies from your publisher. If you give me one I will pass it on among all my friends for them to read." The writer adds: "I also write books. Not so long ago a man in an East Anglian town, a tailor, to judge from the bill heading on the paper he used, wrote telling me how he admired my work and if I would send him six of my best books autographed, he could assure me they would have an honored place in his library. My reply was that if he would provide me with six pairs of trousers they would have an honored place in my wardrobe. The correspondence then ceased.

PUTNAM'S announce that the new volume by the author of "The Mirrors of Washington" will be called "Behind the Mirrors" and will discuss issues rather than personalities. The new travel book by George Chappell, author of "The Cruise of the Kawa" will be called "My Northern Exposure." The latter book will be published this fall.

THE MONEY-BACK-if-not-satisfied principle has been applied to books by Huebsch. The advertising for "The Hounds of Banba" by Daniel Corkery reads: "Enjoy the sensation of a first meeting with a great teller of tales. Booksellers are hereby authorized by the publisher to return your money ($1.50) if, within a week, you are dissatisfied with your purchase."

Reminiscences of a Book Scout

By Joseph Jewett Barton

X. A Picture of New York

IN a little town in Jersey, not so very far away from New York there once dwelt a man who was a member of a Democratic National Committee; and he also kept a saloon; and he died.

I was walking down the main street of that little town one very hot afternoon, and I went into the saloon that he used to keep, and bought a glass of beer. I have a roving eye, and I saw on the wall opposite the bar, way back in the corner next to the partition that separates the little back room from the rest of the place, an old print. After I had drunk the beer and while I was waiting for another one, I went over and looked at it, and I said to the bar-keep, "What is the use of having a picture hanging back there in a dark, dirty corner? If I owned that picture I think I could clean it up, and hang it where it would be enjoyed.

To this the dispenser replied: "Well, I tell you, friend, that thing ain't no use to me or anybody else. The boss he died last week and that picture has been hanging on the wall for a good many years! If you want it, you go up to the house and tell his widow and perhaps she will give it to you or sell it cheap. Yes, thanks, I'll take a small one."

I blame all my ensuing stupidity to those few small glasses of beer, plus the summer heat.

I went to see Mrs. S., and there were autograph letters signed by Grover Cleveland and everybody Democratic, framed and hanging on the wall. She told me that she did not know anything about the picture, but she did not think it would be of any interest to her, and if I would like to have it she guessed she would sell, and wanted to know how much I would give for it. I told her I thought five dollars, in its present condition, would be a fair price.

Naturally, being a woman, and never having seen the picture, and knowing nothing of its value, she immediately said, "O, I wouldn't think of selling it for less than seven dollars and a half," so with a properly modulated, apparent reluctance, I gave her the seven-fifty.

I suggested that she give me an order for the print, and I took it back to the saloon and was wrapping up the picture in a couple of newspapers, when a young man thirty to thirty-five years of age came in and walking over to me, said: "Are you the gentleman whom Mrs. S. sold that picture to?" and I admitted that I was. "Well, she has no right to dispose of it; in the first place, she is a second wife and there are children by the first wife, and Mr. S's will has not been admitted to probate, and as a matter of fact, Mrs. S. does not know whether this picture belongs to her or not. So I return your money, and you must leave the picture."

The toxicologist came out to the end of his counter and looked the stranger over with a puzzled frown, then he looked at me, and I looked at them. Nobody said a word more; and, after a short deliberation of the case, I put the seven-fifty back in my pocket, with the other one's and two's.

It was a very warm day in August, and my prâna was low, and I kept on the shady side of Main Street as I started for home.

Somehow, I cannot forget the color in that print. The sapphire hue of the bay, the rich dark greens of the foliage, and breaking thru the various shadings of gray cumulous clouds, patches of clear blue sky. Old Castle Garden was out in the river, somewhat as it is represented on a Lafayette platter. Altogether it was one of those things that would impress even the merest novice, that here was something real.

Of course I have regretted the loss of that print, but we cannot expect success in every venture, and doubtless the occasional tang of defeat stimulates us to more careful efforts in the future.

At any rate I dug the print out of dinginess and obscurity; I gave it a larger and more appreciative world, and for consolation I liken myself to the man who caused two blades of grass to grow where before there was only one.

Last week I spent a couple of days chasing a bookish "Will-o'-the wisp" all around Morris County. I did not trap him, and when I reached home I was very tired. Under these circumstances I frequently dream.

In my dream I was walking down a crowded street in a large city. It was springtime, and spring with all her vagaries and passions seemed about to indulge in a hysterical shower. So I dropped into the nearest place of interest, which happened to be a print shop, to wait its passing.

A man waiting on a customer had a face that somehow looked familar. As he stood there talking and making gestures, it all came back to me. I could see him on that hot August

afternoon, coming thru the saloon door, with my money in his hand, and then telling me how Mrs. S., regretted she had found she could not sell the picture. That fellow that I met in the saloon was not a lawyer, he was a print dealer who had heard of the picture, and I had beat him in interviewing Mrs. S., by about a half hour. When he found I had bought the print, and while I was eating my lunch, he talked her into the idea of selling it to him for twice the money. With points from her he had framed up that glib line of conversation, on the way down from the house to the saloon, and I had let him get away with it.

When the customer went out, he turned and stared at me a full minute. Then with bent head he walked slowly over to the safe, opened a drawer and handed me a big bunch of bills.

Dreams—peculiar things!

Year Round Summer Material

THE Year-Round Bookselling Committee is sending out a News Sheet which appearing just before the Summer Campaign is designed to increase the usefulness of the campaign material by timely suggestions to dealers of some of the means of using the material to the best advantage. This News Sheet Suggests:

Posters—Use these *in your windows* and in other store windows if you can get permission. These posters are designed to catch the eye of the person who is not used to buying books. They lose half their value when placed *inside* your store. Get the posters, and the books you display with them to pull people into the store. Use extra copies inside if you wish, but put the first copy of each poster into your window. Preserve posters for future use. The photograph "Will the New Home Have Books?" is just as appropriate for October weddings as for June. Extra posters are *free;* extra frames for posters at cost, 70 cents each.

Window transparencies—"Take Along a Book." Place one in your door, surely. Others in your windows. Appropriate if pasted on the glass counter or case in the store, in stationery or office supplies department, may make a "plus" sale. Useful for news-stands selling books.

News Sheet—One copy for reading and filing, one copy for clipping, sent to each dealer. Be sure that your clerks read and discuss the suggestions. (Extra copies on request.) From time to time put the development of some idea in the *News Sheet* into the hands of one or another clerk. Let him work out the idea—window displays, newspaper advertisements, circulars, special mailing list, sales talk. His interest will be keener and sales will increase Individual development comes thru responsibility.

Use the clip copy in taking a suggestion, press release or advertising copy to local newspapers. The advertising manager can give you better service if he understands your merchandise.

Enclosures—Valuable enclosures have been sent to you with the *News Sheet,* by courtesy of the magazines contributing the articles: reprints of the poster editorial "Take a Book to Camp" from *Boys' Life,* July, 1922; "It is Ideas that Sell Books" *Atlantic-Monthly Bookshelf,* June; "A Unique Hope Chest," *Woman's Home Companion,* April; copies of editorials on bookselling quoted from newspapers thruout the country; copies of the Committee's press releases sent to over 200 newspapers, based on the seasonal features of the Year-Round Plan. These should not stop at your desk, but should be passed on to clerks to read, should be placed in your window, taken to newspaper editors, scout executives, school principals and teachers, and talked about to groups and individuals who might be interested in the books they suggest. *Each enclosure we send to you should supply you with seasonal selling talks.*

Card reproductions of posters—Useful if locally printed as postcards with an invitation to visit your store, or with a list of specific books on the subject pictured. Enclose in mail or in packages of books sold. Print your own list and address on the back so that the card will bring people to *your* store. Cards 3½ x 5½ inches, reverse blank, are sold at cost. The following are now available:

Find It in Books! (silhouette of man reading) Books give information, knowledge, power.
$1.00 per hundred, including postage.

Books for the Week-End (summer window card silhouette, illustrated in *News,* June 1)
$1.00 per hundred, including postage.

Back to Nature Books (in two colors)
$1.35 per hundred, including postage.

Electros and Mats—Electros and mats of posters availabe at cost for use in your newspaper advertisements and circulars.

Electro, 1¼ inches diameter, circular sign "Take Along a Book," 70 cents; mats, 1 column wide, "Take Along a Book,." (poster). "Books for the Week-End," and "Do *You* Buy a Book a Week." cartoon at cost, 15 cents each. Order now.

Fall Slogan:

EVERY REAL HOME HAS BOOKS

A Dramatic Figure in Book Publishing

A Tribute to Horace Everett Hooper

ON June 13th, Horace Everett Hooper at the age of sixty-two died of heart disease at his home in Bedford Hills, New York. This ends the life of one of the outstanding figures in publishing and book merchandising of this country and Great Britain. No more dramatic story in publishing could be told than that of his various enterprises from early subscription business in this country to the time of the publishing of "The Encyclopedia Britannica" in its 11th edition in partnership with Walter M. Jackson, whose career has had the same dramatic interest. The careers of these two men were separated in 1909 after a disagreement about the program for the extension of their enterprises.

Mr. Hooper was a man of extraordinary imagination and vision and had remarkable confidence in the public's desire to absorb important books in large quantities. Undoubtedly hundreds of thousands of homes, not only in England and in the United States but in many scattered English-speaking countries, have on their shelves important reference sets as the results of his enterprises and the work of his partner. Under his imaginative touch the old forms of subscription selling took on a new form, and books of undoubted value were sold at reduced prices on long extended payments with profits coming from the great number of sales.

It is said that he hit upon the idea of small payment selling when employed by a publisher in Chicago who had on hand a large remainder of a standard work of reference. Mr. Hooper persuaded the firm to offer the books in their Christmas advertising on easy terms, and there resulted a great increase in sale.

At about this time, "The Century Dictionary" which had established its great reputation had exhausted its sale among those that could afford the original price, and Mr. Hooper undertook to plan the marketing of the reprint, which was done thru the selling energy of John Wanamaker's book department.

Mr. Hooper's first connection with the London *Times* was in 1897 when he first suggested new ideas of advertising that were used in the selling of a German atlas at a popular price. He and Mr. Jackson were associated in London with James and George Clarke, famous names in the publication and sale of subscription books. The publishing was carried on under the name of Clarke Company, Ltd. In March of 1900 Hooper and Jackson bought out the Clarke interest and continued their growing enterprises under the partnership of Hooper and Jackson. It was during the period from 1900 to 1902 that they acquired the most important of the assets that developed under their control, that of the copyrights and trade name of "The Encyclopedia Britannica," which in its ninth revision of some twenty-five years before, was still being marketed in small quantities by A. & C. Black of London. Encouraged by the experiment with the German atlas, the *Times* agreed to the sales plan using its name, and the reprints of the ninth edition, called "The London *Times* Edition" were sold at about half of the original price, a sales venture which created a tremendous interest in London publishing circles and was backed by forcefully planned display advertising. Other enterprises developed, some of which were marketed thru newspapers or in the name of the Grolier Society, a name which Mr. Jackson afterwards used as the publishing name for his "Book of Knowledge."

During 1902 and '03 Hooper and Jackson had ready for publication a supplement of eleven volumes to the ninth edition, bringing the material up-to-date, and this was copyrighted both in England and America and sold to subscribers of the ninth edition and also as a complete set with the old volumes. This was considered by them as a preliminary to the getting ready for a complete revision of the whole work, which they had ready eight years later.

In the meantime, in 1902, owing to provisions of the English Tax Law, the affairs of Clarke Company, Ltd. were liquidated, and English and American companies formed to take over the business. The English company was known as Hooper and Jackson, Ltd., and the American company as The Encyclopedia Britannica Company, a New York corporation. $100,000 was drawn from the business to become the operating capital of the English concern, and the remaining assets were conveyed to the New York company for the issuing of $1,000,000 in bonds and $500,000 in capital stock. The concern carried on many fights against the infringement of copyright of the Britannica. In 1903 the Illinois Company was formed under the advice of counsel to take over the assets of the New York corporation, and this new company took over the copyrights which had been held in trust by A. & C. Black. The stock of the new company was divided equally between Mr. Hooper and Mr. Jackson with one share each placed with five other men for organization purposes, so that neither owned a majority of the stock. H. B. Burrows of Burrows

Brothers Company became associated with the business later, and on the opening of the large office on Thirty-Third Street in 1908 was established as American representative.

In preparation for the well-laid plans which they had for editing and marketing an eleventh edition of the Britannica, an arrangement was made with Cambridge University that this issue should be announced under the name of the Cambridge University Edition.

A large force of editors was gathered and detailed plans developed for perfecting every department under the most authoritative writers, English and American. In January, 1908, while this plan was being developed, came the public announcement of the proposed change in the control of the London *Times,* which was regarded by the partners as likely to impair the value of a contract which they had for advertising and marketing this new edition. They had spent a vast amount of money on this contract, estimated at half a million dollars and, to secure this interest, they contemplated becoming associated with the *Times* ownership, or as Mr. Hooper thought, taking over the *Times* to become part of their enterprises. By March of that year negotiations were completed by the two partners which put the control of the London *Times* into the hands of a limited liability company which three months later, owing to differences among the members, was again transferred, this time to the management of Lord Northcliffe.

It had been Mr. Hooper's desire to organize a large corporation for the control of the *Times* with a security offered to the public, but Mr. Jackson had objected to this as hazardous. The new proprietors entered into further contract with Hooper and Jackson, giving them the right to publish and sell exclusively such subscription books as were agreed upon. A month later, in July 1908, there came further disagreement between the two partners as to their joint undertakings and Mr. Hooper's plan for the development of the eleventh edition and its sale to all parts of the world by raising $1,500,000 on their joint assets was also objected to by Mr. Jackson. Mr. Hooper then offered Mr. Jackson the entire responsibility after their assets had been liquidated. A few months later the partners met in New York, and Mr. Hooper offered his interest in all enterprises for $2,000,000. Mr. Jackson declined, and Mr. Hooper then proposed that he (Mr. Hooper) should be given sole charge, but Mr. Jackson also declined. Mr. Hooper then assumed control thru the votes of the minor stock holders, and Mr. Jackson brought suit in the New Jersey courts, which brought the whole situation to public notice. There was long litigation, eventually won by Mr. Hooper, when in 1912 the Supreme Court decided that Mr. Hooper did not have to pay $6,000,000 to Mr. Jackson for his share in "The Encyclopedia" enterprise. Thereafter Mr. Hooper remained in undisputed control.

While this litigation had been going on, the campaign of sale for the eleventh edition had been carried out with truly remarkable success. The planning of this campaign and its systematic development showed more than any one thing the remarkable imagination of Mr. Hooper and his confidence in large enterprises. The canvass was made wholly thru the mails with reliance on tremendous display advertising, elaborate and detailed prospectuses. The mail matter sent out was more elaborate and expensive than ever used on similar efforts. A very effective part of the campaign was the realization of the sales value of the India paper appeal with the result that a very heavy percentage of the sales was in that form. Tremendous problems in manufacture were faced, it being difficult to find printers who could competently handle India paper in such large runs.

The campaign was planned to end twelve months after its conception, and as the months went by, the closing date was kept steadily before the public. Such a method meant that by the time ten or eleven months were over, the outlay for promotion had been tremendous and still out of proportion to the result. As the closing date for the low price approached, the cumulative power of the campaign began to show up with a final total that equalled or exceeded the publisher's fondest hopes.

Some years after the smaller size reprint was planned, photographed on a small scale without resetting of type, and marketed this time thru the Sears Roebuck Company. Sears Roebuck were owners of the stock connected with this new effort, and later became owners of the majority stock of "The Encyclopedia Britannica Company" which owned the rights to the large and the small editions.

Besides this "Britannica" enterprise with its tremendous growth, the firm of Hooper and Jackson was responsible for the development of the *Times* Book Club in London, which entered the field already held by Mudie's, Boots' and others. They used the great prestige of the London *Times* for its advertising and injected new vigor into the circulating library movement by promising to supply new books as wanted and to sell the old books to subscribers at reduced prices. The English publishers were understood to have welcomed this new stimulus to book circulation, and promised thru Mr. Hooper to spend increased funds in book advertising in the London *Times.* Later the Book Club came to

war with the rest of the London trade thru criticism of their plan of selling the worn books at reduced prices. Macmillan & Company brought up the issue when the Book Club placed quantities of the "Life of Churchill" among their clean-up stock and a book war ensued that attracted wide attention in the English book-trade periodicals.

The scope of the transactions involved in these various enterprises made Mr. Hooper's career a spectacular one in book publishing. It probably should be read side by side with a detailed account of that of Walter M. Jackson, his former partner, a man of equal power and vision.

Mr. Hooper was born in Worcester, December 3rd, 1859, a descendant of some of the earliest settlers of New England. He was educated in Worcester public schools, and at Princeton Preparatory School. It was in 1893 that he entered the book business as representative in Denver of the Western Book and Stationery Company. Two years later he organized "The Century Dictionary" sale for the State of Colorado. It was with this training that he entered into the wider field described above.

Women's National Book Ass'n

THE last meeting of the season of the Women's National Book Association was held at the National Arts Club, New York City, June 8th. Miss Belle M. Walker, the president of the Association, opened the meeting. Miss Walker pointed out that at the recent Booksellers' Convention in Washington 143 of those registered were women. There were three speakers at the meeting, all authors, this being authors' year in the Association's program. The first speaker was Mrs. Sophie Kerr Underwood. Mrs. Underwood spoke chiefly of the work of the late Samuel A. Derieux, praising the dog story "Frank of Freedom Hill," recently published by Doubleday, Page & Co. The second speaker was Mrs. Emma Beatrice Brunner, author of "The Personal Touch," published this spring by Brentano's. This is Mrs. Brunner's first novel and it received its name from the effect of the different personalities with whom the hero comes in contact. Mrs. Brunner told of her work as a newspaper reporter and something of her work as a playwright. The third speaker of the evening was Edgar A. Guest, who read from his poems and a verse included in his recent prose volume, "Making the House a Home." Thru the courtesy of the publishers, Reilly & Lee and Doubleday, Page & Co., copies of "Making the House a Home" and "Frank of Freedom Hill" were presented as souvenirs of the occasion.

Maquet Heirs Get Half of Dumas Royalties

THE Paris courts have decided a case which has aroused much interest in the literary world, ruling that the heirs of Auguste Maquet have a rightful claim to 50 per cent. of the royalties on the sales of the works of Alexandre Dumas since 1908. A committee of three experts was appointed to establish the amount which the heirs of the author of "The Three Musketeers" must pay over in arrears. The further claim that Maquet's name should appear in all future editions was unsuccessful.

Auguste Maquet was a collaborator of Dumas and proof has been produced that he wrote part of Dumas' novels. A historian, Maquet was unable to write novels owing to his inability to write dialog. He supplied Dumas with the skeleton of whole novels as well as aiding in their development.

The men were close friends, but the Paris court says, "The disorder of Alexandre Dumas' affairs always was such that despite the bonds of sincere friendship binding him and his collaborator, he never paid Maquet the share of royalties due him."

"It will be surprising for most people to learn from a Paris dispatch that royalties are still paid on the books of Alexandre Dumas, and that 50 per cent. of this money must go to the heirs of Auguste Maquet, because of the essential part played by him in the production of those deathless romances," says the New York *Times*.

"It long has been known, of course, to many —to everybody who has read the literary annals of Dumas' time—that he had help in his work, and it has been more than suspected that to some of the books called his he contributed little more than his name. That none of them were wholly his—that half the proceeds belong by right to a veiled assistant—gives something of a shock to most of his innumerable admirers.

"They need not be worried—need not mitigate their wonder at the great mulatto's achievements. What Maquet did, and his heirs claim no more, was to provide the historical bones for Dumas to clothe with living flesh, coursed by veins filled with the reddest of blood. His glory, therefore, was fully earned, and he had quite as much right to utilize the knowledge of a learned historian, which Maquet was, as to gather his facts from published books, as do the writers of other such stories."

IT IS reported that Will Rogers, the popular movie artist, has been trying his hand at writing verses. A veritable poet-lariat!

—Keith Preston, in *Chicago Daily News*.

Communications

LIBRARIES SELL BOOKS

June 12, 1922.

Editor, PUBLISHER'S WEEKLY:

This story has just reached this office:

A librarian had given a reader a copy of our Reading Course on Accounting. He came in the next day and said with some enthusiasm, "I am going to get all these books in the accountancy list; it is the prettiest lineup I ever saw."

Just another incident to show that the distribution of book suggestions by libraries does promote the sale of books.

CARL H. MILAM,
Secretary.
American Library Association.

PRICES TOO HIGH ON BOHN

June 10, 1922.

Editor, PUBLISHERS' WEEKLY:

Anent your several articles referring to the practice of certain book dealers of grossly exaggerated quotations on O. P. books we submit the enclosed which impresses us as particularly noteworthy.

We have received many quotations on Bohn's Classical Library but none exceeds $2.00 and the majority of them were at $1.00 to $1.50. The two cards I enclose show a Philadelphia quotion, any volume 75c and a New York dealer quoting any title $5.00.

We will be pleased to defray the cost incident to sending the New York dealer marked copies of your Weekly that he may know the esteem in which the trade generally regards dealers who indulge in the practice of over quoting.

D. K. MEDCALF, *Scrantom's.*

P. S.—Incidentally we have on hand fifty or more Bohn that would show us a nice profit at 50c each.

AMERICANA LOST

17th June, 1922.

Editor, PUBLISHERS' WEEKLY:

The Lancaster Town (Mass.) Library has lost the following books:

New Travels in North America, Abbé Robin, Boston, 1784.

Summer Journey in the West, Steele, New York, 1841.

Captivity and Deliverance, Williams, Brookfield, 1811.

Nash Family, Nash, Hartford, 1853.

Complete History of Connecticut, v. 1, Trumbull, Hartford, 1797.

Historical and Scientific Sketches of Michigan, Michigan Hist. Society, 1834.

Should these be offered for sale I should be very grateful for notice of the fact.

VIRGINIA M. KEYES, *Librarian.*

Meeting of Religious Book Store Buyers

THE branch managers of the Presbyterian Board of Publication and the American Baptist Publication Society will again hold their annual conference in Chicago. The Presbyterian Board managers will be there from July 1st, while the latter group plans to arrive July 10th. Advantage will be taken of the Book Fair by all the buyers who expect to go over all publishers' lists that are likely to interest them as distributors of religious literature.

Periodical Note

The Journal of Personnel Research has been started as a monthly publication in Baltimore, Md. It is being issued as the official organ of the Personnel Research Federation, and is published by the Williams & Williams Company. It will deal with original researches in the applied sciences that contribute to our knowledge and effective direction of people at work.

Business Notes

FORT WAYNE, IND.—Miss E. H. Lehman has been conducting, with the same name, the Lehman Book and Stationery Co. since the death of Alice May Habecker, who had been a member of the organization since its beginning.

Los Angeles, Cal.—Mrs. Louise D. Brocklebank has just started a "New Fiction Library" at Brack Shops, Room 904.

MILWAUKEE, WIS.—C. N. Caspar Co., 454 East Water Street, is the successor to the Western Book Concern formerly at 820 Winnebago St. The theological department of the C. N. Caspar Co. will be continued under the name of the Western Book Co., C. N. Caspar Co., proprietors. New catalogs are soon to be published.

PROVINCETOWN, MASS.—Frank Shay has opened for the summer a Book and Art Shop as a branch of his New York business. Mr. Shay's summer home is in Truro, the next town south of Provincetown, and he is this summer conducting a caravan campaign from Provincetown to Wood's Hole.

WHITE PLAINS, N. Y.—The Book Shop, George D. Baker, proprietor, recently started in business here.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not suppled by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyrght date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folo: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tf. (32mo: 12½ cm.); Ff. (48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.

Agar, Frederick Alfred
A manual of church methods. 173 p. forms, tabs. D [c. '22] Phil., Judson Press $1

Ames, Edgar Willey and Eldred, Arvie
Community civics. 387 p. il. D [c. '21] N. Y., Macmillan $1.48

Archbald, Hugh
The four hour day in coal. 150 p. il., pls. D '22 N. Y., H. W. Wilson Co. $1.50

Ardant du Picq, Charles
Battle studies [ancient and modern; tr. by J. N. Greely and R. C. Cotton; foreword by Marshal Foch]. 273 p. D [c. '21] N. Y., Macmillan $2.50

Baker, Martha S.
Songs of home, and others [verse]. 79 p. D [c. '22] Bost., Cornhill bds. $1.25

Beautiful homes of moderate cost; a selection of modern, artistic, practical designs by well known architects, together with information on planning, financing, construction, decoration and furnishing. 96 p. il. obl. Q. c. N. Y., Building Age and the Builders' Journal, 912-920 B'way $1

Bitting, William C., D. D., and others
The Christian faith and human relations; being the lectures delivered on the Stephen Greene foundation in the Newton Theological Institution, 1920-'21. 166 p. D [c. '22] Phil., Judson Press $1.25

Book (The) of The Tuesday Evening Club. 58 p. nar. D c. Princeton, N. J., Princeton Univ. Press bds. $1
A selection from poems written by the Club members.

Bowne, Borden Parker
Studies in philosophy and theology by former students of Borden Parker Bowne; ed. by Emil Carl Wilm. 268 p. (bibl. foot-notes) front. (por.) O [c. '22] N. Y., Abingdon Press $2
The late author was professor in Boston University.

Brett, George Sidney
The history of psychology [3v.] 388-394-322 p. O [c. '12-'21] N. Y., Macmillan ea. $4.50

Briffault, Robert
Psyche's lamp [psychology]. 240 p. D [c. '21] N. Y., Macmillan $4.80

Cadman, Samuel Parkes and others
The problem of Christian unity. 127 p. D [c. '21] N. Y., Macmillan $1.75

Candler, Warren Akin
The kingdom of God's dear Son. (11+183 p. D (The Quillian lectures, 1921) ['21] Nashville, Tenn., Smith & Lamar, 810 B'way $1.50

Chafer, Lewis Sperry
Grace. 21+373 p. D c. Phil., The Sunday School Times Co. $1.50
The author states that grace is the very heart of Christianity and treats the subject under three headings: 1. Salvation by grace; 2. Safe-keeping thru grace; 3. The life under grace.

Chambers, Robert W.
The flaming jewel. 273 p. D [c. '22] N. Y., Doran $1.75
An adventure novel of the Canadian woods, in which a Secret Service agent and Quintana and his gang contend for the same prize, Mike Clinch's stolen jewel and his daughter Eve.

Christie, Agatha
The secret adversary. 8+330 p. D c. N. Y., Dodd, Mead $1.75
A mystery story in which "Tuppence" and Tommy advertise as "two young adventurers for hire" and thus are plunged into a series of adventures and criminal investigation.

Adams. Roger, and Marvel, C. S.
Organic chemical reagents, il. 73 p. O ['21] Urbana, Ill., Univ. of Ill. pap. 75 c.

Bailey, Guy A., and Green, Robert A.
Laboratory manual to accompany Smallwood, Reveley and Bailey's biology for high schools. 9+142 p. D [c. '22] Bost., Allyn & Bacon 60 c.

Bassett, John Spencer, ed.
Major Howell Tatum's journal, while acting topographical engineer (1814), to General Jackson, commanding the 7th military district. 138 p. O (Smith College studies in history, v. 7, nos. 1, 2 and 3, Oct. 1921 to Apr. '22) Northampton, Mass., Smith College pap. apply

Bucklew, Leslie L., and others, comps.
The "Orphan battery" and operations, 128th U. S. field artillery (1st Missouri F. A.) with notes on the organization of which Battery E became a part, and various commentary extracts. 11+115 p. il. pls. D '21 Cleveland, O., H. M. White $2.50

Carman. Albert Pruden and Nelson, R. A.
The thermal conductivity and diffusivity of concrete. 39 p. il. pls. O (Engineering experiment station, bull. 122) ['21] Urbana, Ill., Univ. of Ill. pap. 20 c.

Clark, Donald Lemen
Rhetoric and poetry in the Renaissance; a study of rhetorical terms in English Renaissance literary criticism. 10+166 p. (bibl. foot-notes) D c. N. Y., Lemcke & Buechner $2

Clark, Harriet Bailey
Mothers' problems; a text-book for parents' classes, mothers' associations and teachers of children; introd. by Frank L. Brown. 136 p. (2 p. bibl.) D [c. '22] Phil., Judson Press 75 c

Clark, Wallace
The Gantt chart; a working tool of management; with appendices by Walter N. Polakov and Frank W. Trabold. (12+157 p. O c. N. Y., Ronald $2.50

Cockaday, Laurence M.
Radio-telephony for everyone; the wireless: how to construct and maintain modern transmitting and receiving apparatus; with numerous diagrs., drawn by Albert G. Craig. 12+212 p. front. pls., diagrs. D [c. '22] N. Y., Stokes $1.50

Comstock, Alzada and Mueller, Henry R.
State taxation of personal incomes, by Comstock; The Whig party in Pennsylvania, by Mueller. 246-271 p. (2 p. bibl.-16 p. bibl.) O (Studies in history, economics and public law, v. 101, no. 1, whole no. 229; v. 101, no. 2, whole no. 230) c. '21 N. Y., Longmans, Green $6

Craster, Herbert Henry Edmund
The western manuscripts of the Bodleian library. 48 p. D (Helps for students of history, no. 43) [c. '21] N. Y., Macmillan pap. 45 c.

Cumming, John Palmer
Me, an' war goin' on [verse]. 60 p. D [c. '21] Bost., Cornhill $1.50

Curtis, Winterton Conway
Science and human affairs; from the standpoint of biology. 7+330 p. (bibl. foot-notes) il. diagrs. O c. N. Y., Harcourt, Brace $3.50
The author is professor of zoölogy in the University of Missouri.

Dargan, Olive Tilford
Lute and furrow [verse]. 8+140 p. D c. N. Y., Scribner $1.75
Lyrics from the pen of a Southern poet and dramatist.

Daugherty, James Sharkey
Sheet-metal pattern drafting and shop problems. 173 p. front. il. diagrs. obl. D [c. '22] Peoria, Ill., Manual Arts Press $2.50

Desch, Cecil Henry
Metallography. 11+440 p. (bibl. foot-notes) il. pls. diagrs. D '22 N. Y., Longmans, Green $6

Dunney, Rev. Joseph A.
The parish school. 326 p. D [c. '21] N. Y., Macmillan $2

Epstein, M., ed.
The Annual Register [English]; a review of public events at home and abroad for the year 1921. 12+180 p. O (New ser., v. 163) '22 N. Y., Longmans, Green $11.50

Erdman, Henry Ernest
The marketing of whole milk. 333 p. figs. O (Citizens' library of economics, politics and sociology) [c. '21] N. Y., Macmillan $4

Fairbanks, Harold Wellman
The problem method in geography. 34 p. maps D ['21] Phil., Blakiston pap. $2.40

Flattely, F. W. and Walton, C. L.
The biology of the sea-shore; with an introduction by J. Arthur Thomson. 16+336 p. (9 p. bibl.) il. tabs. diagrs. pls. charts (1 fold.) '22 N. Y., Macmillan $5

Fletcher, Joseph Smith
Ravensdene Court. 315 p. D c. N. Y., Knopf $2
Two men, struck down in an identical manner, at the same moment, two hundred miles from each other—form the start of a mystery story by the author of "The Middle Temple Murder."

France, Anatole, pseud. [Jacques Anatole Thibault]
On life and letters; a translation by D. B. Stewart. 18+379 p. O '22 N. Y., John Lane $3

Frazer, George Stanley
Methodism; its history, teaching and government; with introductions by Bishop William Fraser McDowell and Bishop Edwin Du Bose Mouzon. 57 p. front. S c. Nashville, Tenn., Smith & Lamar, Agts., B'way and 9th Ave.

Freer, Arthur S. B.
The early Franciscans and Jesuits; a study in contrasts. 8+141 p. (2 p. bibl.) D (Studies in church history) '22 N. Y., Macmillan $2

Gardner, Samuel
A guide to English Gothic architecture. 12+228 p. il. Q '22 N. Y., Macmillan $5.25

Geary, Marjorie Crane
Folk dances of Czecho Slovakia. 10+52 p. il. O ['22] N. Y., A. S. Barnes & Co., 118 E. 25th St. $2.40

Gilbert, T. W.
The miracles in St. John's gospel and their teaching on eternal life; with introd. by the Lord Bishop of Oxford. 59 p. (bibl. foot-notes) D '22 N. Y., Longmans, Green 90c

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Clark, Walter
North Carolina at Gettysburg and Pickett's charge a misnomer; also, Sixty years afterwards and the rearguard of the Confederacy. 31 p. diagrs. O '21 Raleigh, N. C., [Author] pap. apply

De Leon Daniel
Anti-Semitism; its cause and cure 26 p. front. (por.) D c. '21 pap. apply N. Y., N. Y. Labor News Co., 45 Rose St. pap. apply

Durell, Fletcher, and Arnold, E. E.
Key to A second book in algebra. 127 p. D [c. '21] N. Y., Charles E. Merrill Co. $1 [priv. pr.]

Gayley, Charles Mills, and others, eds
The Charles Mills Gayley anniversary papers. 292 p. tab. music O (Univ. of Cal. pubs. in modern philology, v. 11) '22 Berkeley, Cal., Univ. of Cal. pap. $3

Gleichen, Alexander

The theory of modern optical instruments; a reference book for physicists, manufacturers of optical instruments and for officers in the Army and Navy; tr. by Emsley and Swain. 365 p. il. O ['21] N. Y., G. E. Stechert $4

Goudie, William J.

Steam turbines. 18+804 p. il. tabs. charts, pls. diagrs. (12 fold.) '22 N. Y., Longmans, Green $10

Graham, Manta S.

Light weights [5 playlets]. 102 p. S [c. '21] Bost., Cornhill $1.50

Gray, John Chipman

The nature and sources of the law [new and rev. ed.]. 348 p. O [c. 1909-'21] N. Y., Macmillan $4

Greever, Walton Harlowe

Workers with God. 152 p. D [c. '21] Phil., United Lutheran Pub. House 90c pap. 60c

Hague, C. W.

Text-book of printing occupations. 242 p. il. D [c. '22] Milwaukee, Wis., Bruce Pub. Co. $1

Hansen, A. E.

Plumbing fixture traps; an historical, statistical and experimental engineering research on vented and unvented traps. 83 p. il. charts. diagrs. tabs. (1 fold.) O [c. '21] N. Y. [Author], 2 Rector St. $2

Hare, Hobart Amory

A text-book of practical therapeutics [rev. ed.]. 1038 p. il. pls. O ['22] Phil., Lea & Febiger $6.50

Harrison, Mary St. Leger Kingsley [Mrs. William Harrison; Lucas Malet, pseud.]

Da Silva's widow; and other stories. 356 p. D c. N. Y., Dodd, Mead $2

Short stories of vital human problems, psychological in treatment, by the daughter of Charles Kingsley.

Hayne, Coe

Race grit; adventures on the border-land of liberty; ed. by the department of missionary education, board of education of the northern Baptist convention, 276 5th Ave., N. Y. City. 210 p. il. pls. chart (fold.) D [c. '22] Phil., Judson Press $1.25

Life-stories of the Negro race for mission study classes and for the general reader.

Henderson, Hubert Douglas

The cotton control board. 14+74+7 p. (5 p. bibl.) tabs. chart N. Y., Oxford Univ. Press $1.50

Heydrick, Benjamin Alexander

Types of the essay. 373 p. (8 p. bibl.) D [c. '22] N. Y., Scribner $1

Hickey, Rev. F. P.

Short sermons on the Epistles and Gospels of the Sundays of the year. 228 p. D ['22] N. Y., Benziger Bros. $2

Howells, William Dean

The Albany depot. 35 p. S ['22] N. Y., S. French pap. 35 c.

Evening dress. 32 p. S ['22] N. Y., S. French pap. 35 c.

Five o'clock tea. 31 p. S ['22] N. Y., S. French pap. 35 c.

The garroters. 42 p. S ['22] N. Y., S. French pap. 35 c.

A letter of introduction. 36 p. S ['22] N. Y., S. French pap. 35 c.

A likely story. 35 p. S ['22] N. Y., S. French pap. 35 c.

The mouse trap. 34 p. S ['22] N. Y., S. French pap. 35 c.

Parting friends. 21 p. S ['22] N. Y., S. French pap. 35 c.

A previous engagement. 45 p. S ['22] N. Y., S. French pap. 35 c.

The unexpected guest. 34 p. S ['22] N. Y., S. French pap. 35 c.

Hudson, William Henry

The naturalist in La Plata; il. by J. Smit; rev. ed. 10+390 p. O '22 N. Y., Dutton $3

A scientific romance of the habits, the passions and intelligence of strange animals and birds native to South America.

Hughes, Russell Meriwether

Poems of the plains. 55 p. S [c. '21] Bost., Cornhill bds. $1.25

Hyatt, Lloyd F.

Furniture weaving projects. 140 p. O [c. '22] Milwaukee, Wis., Bruce Pub. Co. $1.25

Jepson, Selwyn

The qualified adventurer. 333 p. D [c. '22] N. Y., Harcourt, Brace $1.75

A tale of love, romance and adventure on the China Seas, and the search for buried treasure.

Illinois. Laws, statutes, etc.

Revised statutes of the state of Illinois, 1921, containing all the general statutes of the state in force January 1, 1922; comprising the "Revised statutes of 1874," and all amendments thereto, together with the general acts modified or amended, of 1875, '77, '79, '81, '82, '83, '85, '87, '89, '91, '93, '95, '97, '98, '99, 1901, '03, and '05; comp. and ed. by Harvey B. Hurd . . . to which are added all the general acts of 1906, '07, '08, '09, '10, '11, '12, '13, '15, '16, '17, '19 and '21; comp. and ed. by Mrs. B. Bradwell Helmer; 2 v.; v. 1. various paging Q ['21] Chic. Chic. Legal News Co., 32 N. Dearborn St. apply

Illinois. University Athletic Assn.

The story of the stadium. no paging il. pls. Q ['21] Champaign, Ill., [Author] bds. gratis

Jennings, Walter Wilson

The Am. embargo, 1807-1809; with particular reference to its effect on industry. 242 p. (6½ p. bibl.) O (Univ. of Iowa studies in the social sciences, v. 8, no. 1, 1st ser. no. 55, Dec. 1, 1921) Iowa City, Iowa, Univ. of Iowa pap. $1.50

Jillson, Willard Rouse

Edwin P Morrow-Kentuckian; a contemporaneous biographical sketch. 151 p. il. S [c. '21] Louisville, Ky., C. T. Dearing Pr. Co. (priv. pr.)

Kanovitch, Abraham
The will to beauty; being a continuation of the philosophies of Arthur Schopenhauer and Friedrich Nietzsche. 10+192 p. il. D c. N. Y., [Author], 539 W. 162nd St. $2

Kerby, William Joseph
Poverty, charity and justice [Roman Catholic charities]. 196 p. O [c. '21] N. Y., Macmillan $2.25

King, Jessie M.
The little white town of Never-Weary. 150 p. il. pls. O ['21] N. Y., Sully $2.50

Knapp, Shepherd
Old Joe and other vesper stories. 297 p. D [c. '22] N. Y., Abingdon Press $2
Sixteen short sermon-stories given at the Y. M. C. A. huts in France.

Knight, C. W. R.
Wild life in the tree tops. 144 p. il. pls. obl. Q N. Y., Doran $5
Description and unusual pictures of wild animals and birds. The author is an English Ernest Thompson Seton.

Lauck, William Jett and Watts, Claude S.
The industrial code; a survey of the post-war industrial situation, a review of war-time developments in industrial relations, and a proposal looking to permanent industrial peace. 5+571 p. tabs. D c. N. Y., Funk & Wagnalls $4
A code of principles for the future working relations between capital and labor.

Lawrence, David Herbert
Sons and lovers. 517 p. D '22 c. '13 N. Y., Mitchell Kennerley $2.25

Leacock, Stephen Butler
My discovery of England. 8+264 p. D c. N. Y., Dodd, Mead $1.50
Another book of humor by the McGill University lecturer and author of "Frenzied Fiction."

Lee, Janet
"Wild women"; the romance of a flapper. 136 p. il. D c. N. Y., N. L. Brown $1
The amusing adventures of a high school girl, for young and old.

Lerrigo, Peter H. J.
Rock-breakers; kingdom building in Kongo Land; ed. by the department of missionary education, board of education of the northern Baptist convention, 276 5th Ave., N. Y. City. 200 p. il. pls. map (fold.) D [c. '22] Phil., Judson Press $1.25
The business of Christian missions and their human material.

LeSourd, Howard M.
Builders of the kingdom; a study of opportunities for life service: an elective course for young people. 100 p. D (Studies in Christian life work) [c. '22] N. Y., The Methodist Bk. Concern. 75 c.

Lewis, B. Roland
Contemporary one-act plays; with outline study of the one-act play and bibliographies. 10+410 p. (5 p. bibl.) D [c. '22] N. Y., Scribner $2
The playwrights include Sir James M. Barrie, Percy Mackaye, Anton Tchekov, Arthur Hopkins and Lady Augusta Gregory.

Lipson, Ephraim
A history of the English woolen and worsted industries. 273 p. il. O [c. '21] N. Y., Macmillan $4

Lucy, Sir Henry William [Toby, M. P., pseud.]
Lords and commoners; il. by Alma Tadema, Orchardson, Briton Riviere, Broughton, Frank Dicksee, Herkomer, Abbey, Parsons, Ouless, Tenniel, Phil May, Bernard Partridge, Linley Sambourne, E. T. Reed and Sir Frank Lockwood. 256 p. O [n. d.] N. Y., Dutton $6
"Toby, M. P.," of *Punch* of former days, writes of the new journalism, how royalty travels and Parliamentary figures and matters from Disraeli to Lloyd George.

Lyon, Thomas Lyttleton and Buckman, Harry O.
The nature and properties of soils; a college text of edaphology. 5+588 p. il. tabs. diagrs. charts D c. N. Y., Macmillan $3.25

Macdonald, Francis Charles
Devices and desires [verse]. 134 p. D c. Princeton, N. J., Princeton Univ. Press $1.50

Mackintosh, Alexander
From Gladstone to Lloyd George; Parliament in peace and war. 333 p. O [n.d.] N. Y., Doran $4
The dramatic moments in the lives of Gladstone, Chamberlain, Churchill, Balfour, Asquith and Lloyd George by an English journalist.

Macself, A. J.
Hardy perennials: il. with col. photographs by R. A. Malby; water-colour drawings by Winifred Walker; line drawings by Maud A. West. 219 p. front. (col. pl.) il. col. pls. '22 (The Home garden books, no. 4) N. Y., Scribner $2.75
For the uninitiated as well as the expert.

Malet, Lucas, *See* **Harrison, Mary St. Leger, etc.**

Marshall, Leon Carroll and Lyon, Leverett S.
Our economic organization. 503 p. il. D [c. '21] N. Y., Macmillan $1.88

Massingham, Harold John
Some birds of the countryside; the art of nature. 208 p. O [n.d.] N. Y., Dutton $5
Birds of South Wales, Dorset, Hampshire, etc.

Kellogg, Remington
Pinnipeds from Miocene and Pleistocene deposits of California; a description of a new genus and species of sea lion from the Temblor together with seal remains from the Santa Margarita and San Pedro formations and a résumé of current theories regarding origin of Pinnipedia. various paging O (Univ. of Cal. pubs., bull. of the dept. of geological sciences, v. 13, no. 4, Apr. 14, 1922) Berkeley, California, Univ of California pap. $1.35

King, William F.
One hundred years in public health in Indiana. various paging O (Indiana historical society pubs. v. 7, no. 6) ['21] Indianapolis, Ind., Bobbs-Merrill pap. 50 c.

Kline, Linus Ward and Carey, Gertrude L.
A measuring scale for free-hand drawing; pt. 1, representation. 68 p. tabs. figs. il. O (Johns Hopkins Univ. studies in education, no. 5) ['22] Balt., John Hopkins $2

Miliukov, Paul N.

Russia to-day and to-morrow. 10+392 p. D c. N. Y., Macmillan $2.25

An analysis of the Russian political puzzle, its derivation, elements and probable path of solution.

Odate, Gyogu

Japan's financial relations with the U. S. 136 p. (bibl. foot-notes) diagrs. tabs. O (Studies in history, economics and public law; v. 98, no. 2; whole no. 224) c. N. Y., Longmans, Green pap. $1.25

Ogden, George Washington

Claim number one. 352 p. front. D c. Chic., McClurg. $1.90

The story of the opening up of an Indian reservation in Wyoming, and the battle with crooks and politicians by the owner of the first choice of the rich lands.

O'Rahilly, Alfred

Father William Doyle, S. J. 12+379 p. (bibl. foot-notes) O '22 N. Y., Longmans, Green $3.50

Orwin, Charles Stewart

Farming costs [new ed.]. 141 p. (21 p. bibl.) il. O '21 N. Y., Oxford Univ. Press $3.85

Published in 1917 under title "The determination of farming costs."

Osgood, William Fogg and Graustein, William Caspar

Plane and solid analytic geometry. 614 p. D [c. '21] N. Y., Macmillan $3.75

Parker, William Belmont, ed.

Uruguayans of to-day. 16+573 p. pls. (pors.) S c. '21 N. Y., Hispanic Society of Am., B'way and 156th St. $5

Paton, Stewart, M. D.

Signs of sanity and the principles of mental hygiene. 241 p. tabs. diagrs. D c. N. Y., Scribner $1.50

Porter, F. C.

At one with the invisible. 291 p. D [c. '21] N. Y., Macmillan $3

Prince, Morton

The unconscious; the fundamentals of human personality, normal and abnormal [new ed.]. 654 p. O [c. 1914-'21] N. Y., Macmillan $3

Return (The) of Alfred; by the author of "Patricia Brent, spinster." 8+350 p. D [c. '22] N. Y., Doran $1.75

The adventures and romance of a man who stepped into another man's shoes, of whose past he knew nothng but the hue—black.

Rounds, Edward McKendree

Satan—his personality, power and overthrow. 157 p. D [c. '22] N. Y. & Chic, Revell $1.25

Santayana, George

Soliloquies in England and later soliloquies. 8+264 p. O '22 N. Y., Scribner $3.50

Analytic and temperamental studies. The author, now living at Oxford, was formerly professor of philosophy at Harvard University.

Sargent, Porter E.

A handbook of American private schools; an annual survey. 894 p. il. map D (Sargent's handbooks) [c. '22] Bost., [Author], 14 Beacon St. $4

Merrill, William Augustus

The Lucretian hexameter. various paging O (Univ. of Cal. pubs. in classical philology; v. 5, no. 12) '22 Berkeley, Cal., Univ. of Cal. Press pap. 60 c.

Meyer, Martin

Dehydrothiotoluidin; its isomers, homologues, analogues and derivatives; [sulphur dyes] 50 p. il. D ['21] N. Y., [Author], College of City of N. Y. pap. $1

Moore, Clarence Bloomfield

Additional mounds of Duval and of Clay counties, Florida; mound investigation on the east coast of Florida; certain Florida coast mounds north of the St. Johns river. 71 p.. il. tabs. figs. map S (Indian notes and monographs) '22 N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

Morris, Harvey

Washington County giants; biological study of why Indiana people are taller than other Americans. 83 p. O (Indiana historical society pubs., v. 7, no. 8) ['21] Indianapolis, Ind., Bobbs-Merrill pap. 50 c.

Mosier, Jeremiah George and others

Bureau county soils. 72 p. il. pls. maps O (Agricultural experiment station, soil reports, no. 20) ['21] Urbana, Ill., Univ. of Ill. pap. gratis

National Education Association of the United States

The first yearbook of the department of elementary school principals; the technique of supervision. 143 p. tabs. charts diagrs. O '22 Wash., D. C. [Author], 1201 16th St., N. W. pap. $1.25

New York [State] Laws, statutes, etc.

Parker's criminal code and penal law of the state of New York; including inferior courts act and all amendments to date; 21st pocket edition; table showing distribution of former sections of the penal code in the penal law; notes giving after each section the source, and every amendatory act to the section; annotations under the sections, giving the title of the case and the point upon which it is cited with forms and indices; also complete set of forms carefully revised to date—with separate index to the forms by Amasa J. Parker, jr. 1350 p. S ['21] N. Y., Banks Law Pub. Co., 23 Park Pl. leath. $6

Nutting, Herbert Chester

Cicero's conditional clauses of comparison. various paging O (Univ. of Cal. pubs. in classical philology, v. 5, no. 11, Apr. 21, 1922) Berkeley, Cal., Univ. of California pap. 75 c.

Ost, Axel Bo

The Bible and our national life; or, is America forgetting her Bible? 110 p. D [c. '21] Minneapolis, Minn., Minneapolis Veckoblad Pub. Co., 307 S. 6th St. pap. 50 c.

Quaife, M. M., ed.

Fort Wanye in 1790; journal of Henry Hay. 70 p. O (Indiana historical society pubs., v. 7, no. 7) ['21] Indianapolis, Ind., Bobbs-Merrill pap. 50 c.

Riley, Alice C. D.

The toy shop; an operetta; the libretto and lyrics by [author]; the music by Jessie L. Gaynor and F. F. Beale. 85 p. music O [c. '22] Chic., Clayton F. Summy Co., 429 S. Wabash Ave. pap. $1

Sibley, Dr. John

A report from Natchitoches in 1807; ed. with an introd. by Annie Heloise Abel. 102 p. facsms. S (Indian notes and monographs) '22 N. Y., Museum of the Am. Indian, Heye Foundation, B'way and 155th Sts. pap. apply

Shepherd, Edith P.

Geography for beginners. 6+199 p. front. il. O [c. '21] Chic. & N. Y., Rand, McNally 90 c.

Singmaster, Elsie [Mrs. Harold Lewars]

Bennett Malin. 8+328 p. D c. Bost., Houghton Mifflin $2

A novel in which three generations of Malins bound by inheritance and the same ambition are woven together.

Stevenson, John Alford

The project method of teaching. 305 p. D [c. '21] N. Y., Macmillan $1.80

Stone, Darwell, D. D., and Puller, F. W.

Who are members of the church? a statement of evidence in criticism of a sentence in the Appeal to all Christian people made by the Lambeth conference of 1920, which is fundamental to all the propositions of that appeal. 6+88 p. (bibl. foot-notes) D (Pusey House occasional papers, no. 9) '21 N. Y., Longmans, Green pap. 90 c.

Strachey, Lytton

Books and characters; French and English. 324 p. il. O c. N. Y., Harcourt, Brace $3.50

Fourteen essays on French and English subjects, including Shakespeare's Final Period, The Lives of the Poets, The Rousseau Affairs, and Voltaire's Tragedies, by the author of "Queen Victoria."

Thorne, Paul and Thorne, Mabel

The secret toil. 268 p. D c. N. Y., Dodd, Mead $1.75

A "black hand" story of mystery and adventure by the authors of "The Sheridan road mystery."

Townsend, Mary Evelyn and Odate, Gyoju

Origins of modern German colonialism, 1871-1885, by Townsend; Japan's financial relations with the U. S., by Odate. 205-136 p. (4 p. bibl., bibl. foot-notes) O (Studies in history, economics and public law, v. 98, no. 1, whole no. 223; v. 98, no. 2, whole no. 224) c. '21 N. Y., Longmans, Green $4.25

Udall, Denney Hammond

Veterinarian's handbook of materia medica and therapeutics. 179 p. tabs. S c. '12-'22 N. Y., Macmillan $2.25

Von Engeln, O. D.

Inheriting the earth; or, the geographical factor in national development. 16+379 p. D c. N. Y., Macmillan $2

A study of economics and international politics in which the author contends that geography is the essential factor in human progress.

Walter, Herbert Eugene

Genetics: an introduction to the study of heredity: rev. ed. 16+354 p. (3 p. bibl.) il. pls. diagrs. tabs. D c. '13-'22 N. Y., Macmillan $2.25

Watson, Margaret W., ed.

French short stories of to-day; ed. with introductions. 6+182 p. D [c. '22] N. Y., Scribner $1

The authors include Georges Clemenceau, Anatole France, Colette Yver, François Coppée and Anatole le Braz.

Webb, Sidney and Webb, Beatrice Potter [Mrs. Sidney Webb]

English prisons under local government; with preface by Bernard Shaw. 126+261 p. (bibl. foot-notes) O (Local govt. ser. no. 6) '22 N. Y., Longmans, Green $5

Traces the history of prison administration in England from 1689 to the present century.

Wells, Carolyn [Mrs. Hadwin Houghton]

The vanishing of Betty Varian. 282 p. D [c. '22] N. Y., Doran $1.75

The disappearance of a beautiful girl, the murder of her father and two other tragedies furnish the mystery in this detective story.

Wells, Louis Ray

Industrial history of the United States. 13+584 p. D c. N. Y., Macmillan $2

Wiehr, Josef

Knut Hamsun; his personality and his outlook upon life. 130 p. O (Smith College studies in modern languages; v. 3, nos. 1-2) '22 Northampton, Mass., Smith College pap. apply

Wilde, Percival

Eight comedies for little theatres. 178 p. D '22 c. '14-'22 Bost., Little, Brown $1.50

Contents: The sequel; The previous engagement; The dyspeptic ogre; In the net; A wonderful woman; Catesby; His return; Embryo; Notes on the plays.

Wingfield-Stratford, Esmé Cecil

Facing reality. 8+240 p. O [c. '22] N. Y., Doran $2.50

The author asserts that our world—social, literary, political, artistic—is a paper world, that we are conforming to new names of things, not to the things themselves, and he offers a solution.

Woodburn, James Albert and Moran, Thomas F.

The makers of America. 6+308 p. front. (col.) il. col. pls. maps D c. N. Y., Longmans, Green 96 c.

PRICE CORRECTIONS

The following new children's books of Grosset & Dunlap were incorrectly priced in the Weekly Record of June 17th. The prices should read:

Bailey, Arthur Scott:	
The Tale of Nimble Deer	50c.
The Tale of Reddy Woodpecker	50c.
The Tale of Snowball Lamb	50c.
Cory, David	
The Cruise of the Noah's Ark	60c.
The Iceberg Express	60c.
The Magic Soap Bubble	60c.
Little Jack Rabbit and Professor Crow	50c.
Little Jack Rabbit and Uncle John Hare	50c.
Fitzhugh, Percy Keese:	
Pee-wee Harris	60c.
Pee-wee Harris in Camp	60c.
Pee-wee Harris in Luck	60c.
Pee-wee Harris on the Trail	60c.
Roy Blakeley in the Haunted Camp	60c.
Hope, Laura Lee:	
The Bobbsey Twins at the County Fair	60c.
Bunny Brown and His Sister Sue Keeping Store	60c.
Six Little Bunkers at Mammy June's	60c.
Roy, Mrs. Lillian Elizabeth:	
Polly and Eleanor	60c.
Polly and Her Friends Abroad	60c.
Polly in New York	60c.
Polly's Business Venture	60c.
Polly of Pebbly Pit	60c.

Rare Books, Autographs and Prints

THE new Vailima edition of Stevenson's "Works" is now reported to be out of print and selling at a premium in England.

The new "Life of Donald C. Mitchell" written by Walter H. Dunn and published by Scribners, contains a very full bibliography of his writings.

Among the rarities in the last catalog of Charles J. Sawyer, Ltd., of London is the Huth copy of William Caxton's "Chastening of God's Children" printed in 1491 and one of six known perfect copies.

Henry Chapin will shortly retire from the management of the Brick Row Book Shop at Princeton, N. J., to reside in Oxford, England, and will be superseded by Charles A. Arrott, formerly assistant manager.

Part II (Iconography) of a catalog entitled "The Art of the Press," issued by the XVIII Century Shop at 713 Madison Avenue, contains more than a thousand items, many of which are of special interest to collectors. There are a great many French items, some of which are rare and seldom seen here.

At the recent Patterson sale at Anderson's the Brick Row Book Shop bought a volume with a Grolier binding. It had many annotations and it now appears that these were by the famous bibliophile. Mr. Hackett has made many lucky purchases, but few that can give him greater satisfaction than this one.

A catalog of the seventh annual exhibition of contemporary bookplate is the leadng feature of *The Bookplate Chronicle* for June, reproductions being given of the Harry Beachamp Douglas Baird plate by A. C. Law Samson and the Stevens Memorial Library plate by Edmund H. Garrett, to both of which certificates of award were given.

Byrne Hackett of the Brick Row Book Shop will sail for London on June 27. He carries with him a longer list of "wants" from a larger number of customers than ever before. All three of his book shops—at New Haven, in this city, and at Princeton—have had a successful season and prospects are bright for next.

"The Portraits of Sir Francis Bernard" is the title of the latest publication of the Club of odd Volumes of Boston, being a small pamphlet, limited to 100 copies, containing remarks made at the annual meeting of the club in December by Albert Matthews. A portrait of Governor Bernard was the first publication of the club in 1889.

The London binders are just learning that the demand for gorgeous bindings by "rich Americans" is on the decline. They can hardly believe that American buyers have turned discriminating collectors all at once. They do not apparently realize that these costly books were sold by agents and dealers who are now giving them little attention and are concentrating upon genuinely rare books and manuscripts for which there is a quicker and safer market.

The growing observance of literary centenaries continues to bring out objections in England. Some are bored, others dislike the enthusiasm, and others think the idea overdone. On the other hand, they are welcomed and made the most of here. The Grolier Club nearly every year has one or more exhibitions of this kind. The Keats centenary exhibitition of last year and the Shelley of this spring have given great pleasure to many book lovers. The recent Roosevelt exhibition and that of Molière now on view at the New York Public Library have been visited by thousands. The educational value of such exhibitions are hard to overestimate. They cannot have any other effect than to make many new book lovers and collectors and to enthuse old ones.

It is quite probable that the English collector will be obliged to come to this country before long when he wants a First Folio of Shakespeare. Most of the copies of this great book now remaining in England are in great public collections. In this country only three copies are to be found in public libraries: the Elizabethan Club at Yale University, The Lenox collection in the New York Public Library, and in the Barton collection in the Boston Public Library. There are, however, copies in the great private collections of Henry E. Huntington, William A. White, Henry C. Folger, J. L. Clawson, J. Pierpont Morgan, George A. Plimpton, Carl Pforsheimer, Beverly Chew, Herschel V. Jones, George Herbert Palmer, John C. Williams and others. Several copies can be found among the rare book shops of this city.

The caricature or cartoon has lost much of its old-time force. In the days of Rowlandson, Gillray, George Cruikshank and the elder Doyle it created many bitter enmities. Thomas Nast's cartoons of William M. Tweed and his

guilty gang were really prophetic and were a terror to the municipal thieves. Gillam's famous cartoons of Blaine in the campaign of 1884 led some legislators to urge its legal suppression. Roosevelt, it will be remembered, was on the best of terms with the cartoonists who had done much to make him famous. Mark Hanna even forgave Davenport for the ugly cartoons of the campaign of 1896. The late Sir Leslie Ward, the famuus "Spy" of the London *Vanity Fair,* was even given the tribute of a dinner by those whom he had pilloried. Times have indeed changed and it is doubtful if the caricaturist or cartoonist will ever again be feared as he was in the days when pictures of all kinds, especially in books and newspapers, were less common.

A scarce and interesting item of Americana appeared in the sale of the Heartman Auction Company at Perth Amboy, N. J., on June 22. This was a thirty-two page pamphlet by J. Benjamin Franklin entitled "A Cheap Trip to the Great Salt Lake City," printed in Ipswich in the fifties. At the end of 1858 he was sent to California as a Mormon missionary, but he abjured the tenets of the sect and preached against Mormonism. Brigham Young publicly denounced him as a traitor, after which Benjamin toured the United States and England, revealing the Mormon secrets. In the *Desert News* of January 29, 1857, appeared an article from the pen of Brigham Young: "There is a little matter of business that we want to lay before you, in regard to J. B. Franklin, who went to California. . . . It will be the duty of my brethren to secure this man, if possible, on his way across the mountains, so that his lying tongue shall not reach the Saints in England." Had Franklin been apprehended he would never have reached England and his opposition to Mormonism would doubtless have come to a quick stop.

The American rare book dealers almost without exception will soon be making their departure for London and the Continent, taking their annual vacation and searching European countries for stock. They are taking with them long lists of "wants" and are prepared to buy if stock and prices are attractive. The English rare book trade is looking forward to July and August with some anxiety. It hopes to make these two record-breaking months, but their American customers have recently shown so much independence that it is a bit disconcerting. The New York *Evening Post* quotes the following from the letter of an English dealer:

"I anticipate a lively summer. We understand the American collector better than heretofore. We have learned that he knows pretty well what he wants and that he is a good sport. He will pay a high price (too high, we sometimes think) in open competition, and even to a dealer, if he is treated right. He has, however, a great dislike to having anything 'put over' on him; as soon as this is undertaken business comes to a standstill. The big London houses appreciate their American trade and are disposed to meet it more than half way."

If all of the London trade takes as practical a view as this writer there will be a great deal of business done, but we suspect that English dealers will be found charging about all, or a little more, than the "traffic can bear." F. M. H.

MESSRS. Chreyer and Ferry of Paris have for sale a collection of autographs of musicians including those of Cherubini, Auber, Halevy, Donizetti, Berlioz, Gounod, Chopin, and Liszt. The price is from 2,000 to 3,000 francs.

Catalogs Received

Interesting list of books, including first editions of Sir W. Scott's novels, Londoniana, psychic and eastern philosophies, colored plate books, first editions of standard authors, Victorian and modern illustrated books, Americana, 18th century plays and poetry, etc. (No. 4; Items 676.) G. Sexton, 17 St. Leonards Rd., Bexhill-on-sea, Eng.

Interesting miscellaneous books, comprising Americana, art, fine sets of standard authors and miscellaneous books, etc. (No. 81; Items 905.) Schulte's Book Store, 80 Fourth Avenue, N. Y.

Modern books, belles lettres and first editions. (No. 7; Items 267.) C. Millard, The Bungalow, 8 Abercorn Pl., London, N. W., 8, Eng.

Rare and useful books, including items from previous catalogs, autographs and addenda of valuable books recently acquired. (No. 48; Items 1419.) Reginald Atkinson, 188 Peckham Rye, London, S. E. 22, Eng.

Second-hand books, including miscellaneous (antiquarian), books on temperance, diet, editions of Bunyan's "Pilgrim's Progress," etc. (No. 18; Items 781.) A. H. Mayhew, 56 Charing Cross Rd., London, W. C. 2, Eng.

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Books Wanted and For Sale

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Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] *after their firm name. The appearance of advertisements in this column, or elsewhere in the* WEEKLY *does not furnish a quarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

BOOKS WANTED

William Abbatt, Tarrytown, N. Y.

Simm's Hist. Schoharie Co., N. Y., 1845.

Adam, Meldrum & Anderson Co., Buffalo, N. Y.

Vanderpool, Emily Noyes, Color Problems with Screens, Longman.

Aldus Book Co., 36 East 49th St., New York City

Pennell, Lithographic Views of New York, Heine, 8 vols., trans. Warner.
Graves, Celtic Folk Songs.
Robinson, Man Against the Sky.
Riv. Press, Parliament of Foules.
Wilbrint, New Humanity, Lippincott, 1905.
Grandma's Attic Treasures.
Antique Treasures.
Nietsche, Twilight of Idols.
East of Sun, Nielson.
Crinoline and Powder Puff.
The Water Babies.
Trollope, Doc Thorne.
Barchester Towers.
Gold Headed Cane, 2 copies.
Autographs, Leaves of Our Country's Authors.
Facsimiles of orig. manuscripts poems and letters by famous Amer. Authors, Engraved vignette on title, 4to. Balt., 1864.
Martial's Epigrams in Latin.
Roberts, History of Letter Writing, Pickering, 1843.
Oberholtzer's Robert Morris, N Y, 1903.
First editions of the following: Crane, Open Boat, Black Riders, Red Badge of Courage, Hergesheimer, Lay Anthony, Three Black Pennys, London, Valley of the Moon, Star Rover, Cruize of the Dazzler, Revolution, Poole, The Harbor.
Conrad, First Am. Eds. Youth, Set of Six, Twixt Land and Sea.
Chance, Notes on Life and Letters.
Dwight, Stamboul Nights,
McFee, Casuals of Sea.
Tomlinson, The Sea and the Jungle.
Housman, Shropshire Lad.
Bone, Brass Bounder.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Genesis, The Rock Foundation of Science and Scripture.
Peloubet's Notes, 1880 to 1886 inclusive.

American Board of Commissioners for Foreign Missions, 14 Beacon St., Boston, Mass.

Social Life of the Chinese, 2 vols., Doolittle.

American News Company, Inc., Book Dept., 9 Park Place, New York City

A Translation by Clara Bell of Pierre Loti's Rarahu.

W. H. Andre, 607 Kittredge Bldg., Denver, Colo.

Aldus Classics, describe edition and condition.

Arcade Book Shop, Eighth and Olive Sts., St. Louis, Mo.

McClean, Renaissence of the Clan McClean.
Nietzsche in Outline and Aphorism, McClurg.
Waller, Life of Thomas More, Collier, 1879.
Merrill, Stone for Building and Decoration, Wiley, 1905.
Tricke, Making a Water Garden, McBride.
Cabell, From the Hidden Way.
Bennett, Denry the Audacious.
Bennett, The Old Adam.
Myers, Essays Classical.
Woodlock, Anatomy of a Railroad Report, Doubleday, Page.
Hewlett, Fool Errant.
Philpotts, Mother of the Men.
Albert Abrams, Anything by.
Maurine Hathaway, Embers.
Maurine Hathaway, Passion Lyrics.

Back Woods Book Shop, 28 Devereux St., Utica, N. Y.

W. B. Leffingwell, The Art of Wing Shooting.
F. R. Webb, Manual of the Canvas Canoe.
Stephens, Amateur Boat-Building.
Smythe, Mast and Sail in Europe and Asia.
Falkland, Treatise on Sailing Boats.
C. Bowyer Vaux, Canoe Handling.
Dixon Kemp, Yacht Handling and Naval Architecture.

The Beacon Book Shop, 26 West 47th St., New York City

Cousins, Fifty Salem Doorways, Doubleday, 1912.
Wells, H. G., The Sea Lady.

C. P. Bensinger Cable Code Book Co., 15 Whitehall St., New York City

Universal Lumber, A B C 5th Improved.
Meyer's Cotton 39th, Samper's Code.
Western Union, Lieber's, 5-letter Codes.
Any American-Foreign Language Code.

Arthur F. Bird, 22 Bedford St., Strand, London, W. C. 2, England

Hiawatha, illustrated by Harrison Fisher.

BOOKS WANTED—Continued

The Bobbs-Merrill Co., 185 Madison Ave., New York City

The Under Groove, Arthur Stringer.
Aline of the Grand Woods, Nevil G. Henshaw.

The Book Shelf, 112 Garfield Place, West, Cincinnati, O.

Stroud, My Little Book of Life.
Nadaillac, Prehistoric America.

The Book Shop of the Glass Block Store, Duluth, Minn.

American Masters of Sculptre, C. H. Caffin.

Charles L. Bowman & Co., 118 East 25th St., New York City

Clara Morris, Life on the Stage.
Loreburn, How the War Came.
Lloyd, Wealth Versus Commonwealth.

E. P. Boyer, Bourse Bldg., Philadelphia, Pa.

Gourgaud, Campaign of 1815.
Clausewitz, Campaign of 1812.
Berthier, Campaign in Egypt.

Brentano's, Fifth Ave. and 27th St., New York City

Paulding, Cruise of Dolphin, 1835.
Stevens, Cruise of the Constitution.
Ch. W. Stewart, Visit to the South Seas in Vincennes.
Colton, Three Years in California.
Stiles, Ancient Wetherfield, 2 vols.
Emerson, Legal Medicine and Sexicology.
Stevens, War Between States.
War Poetry of the South, 2 vols.
Coe, F. C., Founders of Our Country.
Borsodini's Cyclopedia of Advertising Phrases.
A Broché on the Metropolitan Police System, 10 copies, Seth Low.
Sardonics, H. N. Lyons.
Call of the Blood, Hichens.
Is Life Worth Living? Wm. Hurrell Mallock.
Life and Art of Richard Mansfield, W. Winter.
Gray Days and Gold, W. Winter.
Other Friends, W. Winter.
Shakespearian Plays, First and Second Series, by W. Winter.
Two Years in the Forbidden City, Der Ling.
Roman Africa, Graham.
Jesus of Nazareth, Wallace.
Bamboo Garden, Metford Freeman.
Speaking Parrotts, De Karl Russ.
History of American Whale Fishery, Alex. Starbuck.
Sunday Night Suppers, Christine Herrick.
The Scribe, pub. Dr. Wise in Portland, Ore.
Who's Who Among the Wild Flowers, W. I. Beecroft.
Book of Health and Science of Truth, Geo. Edward Burnell.
Love Letters of Mary Wollstoncraft to Gilbert Imlay.
Study of British Genius, Havelock Ellis.
Edw. Carpenter's Days with Walt Whitman.
Orphans.
Fragments of a Faith Forgotten, G. R. S. Mead
The Thirteenth District, Brand Whitlock.
Life and Literature of the Ancient Hebrew, L. Abbott.
Tom Watson's History of Napoleon.
The Kingdom of Light, Peck.
Walks in Old Time Paris, Edward.
Riddle of the Sand Childrens.
Coming Race. Edward Bulver Lytton.
Night and Morning, Trask.
Cities of Umbria, Hutton.
Making Curtains and Hangings, A. Wright.
Mary Richardson.
Stocks and Bonds, Roger Babsley.
Halfwy House, Hewlett.
Mediaeval Schools and Universities, Cambridge Contributions to History, W. H. Woodward.
The Seven Liberal Arts, N. Y., 1906, Paul Abelson.
Mediumship and Its Laws, Hudson Tuttle.
The Continuity of Life, Lodge.
Learning and Other Essays, John J. Chapman.
A Motley Jest, Oscar Fay Adams.
A Study of Shakespeare's Versification, Bayfield.
Shakespeare, the Man, Bagehot.

Brentano's—Continued

Shakespearean Scenes and Characters, Brereton.
Shakespeare and Moliere, Jules Claretie.
Shakespeare in Italy.
Collectanea, 2nd Series, C. Crawford.
Shakespeare's Story of His Life, C. Creighton.
Shakespeare, the Poet, the Lover, the Actor, the Man, Curling.
The Shakespeare Problem Restated, Greenwood.
Shakespeare and His Love, Play in Four Acts, Harris.
Where Shakespeare Set His Stage, Elsie Lathrop.
The Haunted Gallery of Hampton Court, Ernest Law.
A Course of Studies in English History, Lucy E. Morris.
Francis Bacon, a Drama, Mervyn Murray.
London Shown by Shakespeare, H. W. Ord.
Shakespeare and Sir Walter Raleigh, H. Pemberton.
Lord Penzance on the Shakespeare-Bacon Controversy.
Shakespeare, the Demonstrator of Catholic Faith, G. W. Pope.
The Stagery of Shakespeare, H. C. Rhodes.
Miscellaneous Essays and Addresses, H. Sidgwick.
A Pleasant Comedie of the Life of Will Shakespeare, H. B. Smith.
Shakespeare's Medical Knowledge, C. W. Strange.
Shakesperian Criticism, Textual and Literary, from Dryden to the End of the Eighteenth Century, E. Walder.
The Shades of Shakespeare's Women, A. L. West.
Gibson's Our Edible Toadstools.

The Brick Row Book Shop, Inc., 104 High St., New Haven, Conn.

Fleming, Waves, Ripples, Water, Air, etc.
Kennerley, Interpretations of Mathematics.
E. P. Butler, That Pup.
Richard Jefferies, Round About a Great Estate.
Richard Jefferies, Wild Life in a Southern County.
Richard Jefferies, The Amateur Poacher.
Richard Jefferies, The Gamekeeper at Home.
H. S. Hall and S. R. Knight, Higher Algebra.

The Brick Row Book Shop, 19 East 47th St., New York City

Anything on Boxing or Prizefighting.
Arnold, W. H., First Report of a Book Collector.
Bagg, L. H., Four Years at Yale.
Barrie, Margaret Ogilvy, 1st edn.
Barrie, My Lady Nicotine, 1st edn.
Eckel, Bibliography of Dickens, large paper.
Fitzgerald, Life of Boswell, 1st edn.
Hergesheimer, Three Black Pennies, 1st edn.
Huxley, Limbo, 1st edn.
Huxley, Chrome Yellow, 1st edn.
James, Wm., First Editions.
Jesse, Life and Reign of King George III.
Lawrence, White Peacock, 1st edn.
Letters Mme. de Sevigny.
Levick, Antartic Penquins.
Life of Elbridge, Gerry.
McFee, Casuals of the Sea, 1st edn.
Fiona McLeod, Winged Destiny.
Messer Marco Polo, 1st edn.
Morley, Robert, Private Life of Henry Maitland.
Morley, Robert, Eighth Sin, first edn.
Morley, Robert, Parnassus on Wheels, 1st edn.
Moses, Est. of Spanish Rule in America.
Oliver, Hamilton: An Essay on American Union.
Pennell, Feast of.
Ruskin, Fors Clavagera, 1st edn.
Trivia, Logan Pearsall Smith.
Thayer, Beethoven.
Van Loon, Story of Mankind, 1st edn.
Vaughan's, Henry, Poems, Lyte edn. Chisdwick, 1847.
Wilde, Salome, Large Paper.
Trollope, original parts:
Dr. Thorne.
The Warden.
Barchester Towers.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Murray, Jesus and His Parables.
Weinel & Widgery, Jesus in the 19th Century.
Renan, Acts of the Apostles.
White's Pastoral Epistles (Exposition Greek Testament).
Second Corinthians, by Menzias.

BOOKS WANTED—Continued

M. H. Briggs, 5113 Kimbark Ave., Chicago, Ill.

Sherwood Anderson, Windy McPherson's Son, 1916.
Willa Cather, First editions.
Harris Merton Lyon, First editions.
Temple Scott, First editions.
Wilbur D. Steele, Storm, 1914.
Compton Mackenzie, First editions.
Maria Chapeldaine, 1st Canadian and Paris French edns.
Loafing Down Long Island, Towne, 1st.

Brockmann's, Charlotte, North Carolina

The Schonberg Cotta Family.
Miller's Book on Plastering, published in England.
Comfort To Be Found in Good Old Books.

W. A. Butterfield, 59 Bromfield St., Boston, Mass.

Pretty Miss Neville, Croker.
Burke's Peerage.
Stephens on Pleading.
Blackstone's Commentaries.
Coleridge Life, by H. Coleridge.
Just Human, Crane, Lane.

John Byrne & Company, Washington, D. C.

Robinson on Patents, 3 vols.
Poor's Manual Industrials, 1917.
Poor's Manual Industrials, vol. 1, A-J, 1921.
Poor's Manual Industrials, vol. 2, K-Z, 1921.
Broom's Legal Maxims, latest edition.

Callahan Book and Stationery Co., 164 South Main St., Salt Lake City, Utah

Thread of Gold, by Benson.
Scottish Clans and Their Tartans, not a late edn.
The Great Prophecy, G. H. Pember.
Nemesis of Nations, by Paterson.
Butler's Lives of the Saints, in 4 vol. edn.

Campion & Company, 1313 Walnut St., Philadelphia, Pa.

Book of Tarpon, Dimock.
Molly Maguires, Pinkerton.
Ulysses, by Joyce.
Any titles by Conan Doyle.
Hough, Way to the West.
He and She, by Story.
Life Lord Lawrence, Smith.
Daughter of the Sioux, King.
Eberlein, Colonial Homes of Phila.
The Dutch East, Brown.
In Viking Land, Monroe.
Journal of Woolman Whitter,
Geil Great Wall of China.

Carnegie Free Library, Duquesne, Pa.

Apgar, Trees of Northern U. S.
Eaton, Birds of N. Y., vol. 2 only.
Hudson, Adventures Among Birds.
Hugo, Les Miserables, Crowell, 2 vols
Matthews, Field-book of American Wild Flowers.
Ohio Bird Book.

C. T. Cearley, 1128 J Street, Fresno, Cal.

Boswell, Life of Johnson, Import Sturgis & Walton.

The Centaur Book Shop, Twelve-twenty-four Chancellor St., Philadelphia, Pa.

Stephen Crane, Wounds in the Rain, first edn.
Stephen Crane, The Black Rider, first edn.
Stephen Crane, Red Badge of Courage, first edn., 1895.
Stephen Crane, Great Battles of the World.
First Editions of Henry Blake Fuller.

George M. Chandler, 75 East Van Buren St., Chicago, Ill.

Watson, Life of Napoleon.
Watson, Story of France, 2 vols.
Gaubineux, Travels, original ed., or reprint.
Field, Indian Bibliography.
Hughes, Doniphan's Expedition.
Plutarch's Lives, 5 vols., L. B. & Co., early issue.
Cabell, Chivalry, first ed., 1909.
Tadd, New Methods in Education

The Chicago Tribune Library, Chicago, Ill.

Copies of Tribune covering Nov. and Dec., 1901, 1841-1856 inclusive. Best prices paid for bound volumes.

The Arthur H. Clark Co., 4027 Prospect Ave., Cleveland, O.

Nation, Weekly Jl. of Politics, set.
Ballantyne, Anti-Nasal Pathology and Hygiene.
Brush, Iroquois.
Chittenden, Amer. Fur Trade of Far West, 3 vols.
De Smet, Life and Travels by Chittenden, 4 vols.
Littell's Living Age, vol. 206.
Financial Pubns. of any Governments.
Trip with a Milliner's Needle.
Croiset, Abridged Hist. of Greek Liter., trans. by Heffelbower.
Bulfinch, Oregon and Eldorado.
Levi, Mysteries of Magic.
Worcester, Head Hunters of Philippine Islands.
Froggatt, Pests and Diseases of the Coconut Palm.
Lewis, Amer. Patrician.
Mag. of Amer. Hist., Jan.-Sept., Nov., 1911.
Bandelier, Any works or periodical articles by.
Manual of Statistics, Stock Exchange Handbook, 1878-1901, 1903, 1906-07, 1911, 1913-14, '16 to date.
Fireman's Mag. (Terra Haute), any vols., or nos., ed. by Debs. and Hynes
Filson Club, Speed, Wilderness Road; Price, Old Masters of Blue Grass.
Ill. Hist. Liby. Collections, vols. 1, 6-9, 11, 14.
Cooke, Hilt to Hilt.
Baxley, What I Saw On West Coast of S. and N. Amer.
Purcell-Campbell Controversy, 1837.
Biog. and Hist. Memoirs of Northwest La.
Davenport, Book, Its Hist. and Development.
Head, Shakespeare's Insomnia.
Landon, Wit and Humor of Age, 1st edn.
Ramacharaka, Bhagavad Gita.
Wendell, Literary Hist. of Amer.
Adventures in Calif., 2 vols., in 1, 1856.
Chemical Industry Soc. Jl., vols. 1-8, 16.
Harriman, Alaska Expedition, vol. 12.
Johnson, Thru South Seas with Jack London.
Loti, Rarahu, tr. by Bell.
Lewis and Clarke Exped., 2 vols., McClurg, 1904.
Bandelier, Gilded Man, 1893.
Hann's Handbook of Climatology.
Howells, Recollections of Life in Ohio.
Tilden, S. J., Writings and Speeches, ed. Bigelow, 2 vols.
Simpson, Notaries Guide Book.
Brown, Negro in Amer. Rebellion.
Barr, Shacklett.
Collins, Moonstone.
Whittlesey, Early Hist. of Cleveland.

The John Clark Company, 1486 West 25th St., Cleveland, Ohio

Carr, R. V., Cowboy Lyrics.
Deeping, Warwick, Uther and Igraine.
Lecky's European Morals, best edition.
Burgess, W. H., John Smith.
Chase, History of Dartmouth College.
Mears, Inspired Through Suffering.
Patton, Sources of the Synoptic Gospels.
Powicke, Robert Browne.
Nevius, Witchcraft in Salem.
Hall, Roger Williams.
Smith, Court-Harman Girls.
Saler, Airship Boys.
Sayler, Airship Boys in Finance.
Bromwich, Quadratic Forms and their Classification.
Stainer, Early Bodleian Music, vol. 1.
Alexander, Basis of Realism.
Cannon, Mechanical Factors of Digestion.
Dakin, Oxidations and Reductions in the Animal Body.
Hamblen, Friedrich Nietzsche and his New Gospel.
Knoekel, Maria Maumann.
Paxson, Last American Frontier.
Richardson, Dependent Delinquent and Defective Children of Delaware.
Schafer, The Endocrine Organs.
Simpson, Relations between the Metric and Projective Theories of Space Curves.
Singer, Studies in the History and Method of Science, vol. 1.
Whitehead and Russell, Principia Mathematica, 3 vols.

BOOKS WANTED—Continued

The John Clark Co.—Continued

Cook's Voyages to the Pacific Ocean.
Draper, The Rescue of Cuba.
Descourtilz, Flore Pittoresque et Medicale des Antilles.
Hall, Gertrude, Foam of the Sea.
Hodgson, The Boats of the Glen Carrig.
Jackson, Through the South Seas with Jack London.
Kemble, Life on a Georgia Plantation.
King, Fitzroy and Darwin, Voyage of the Adventure and Beagle.
Magazine of American History, vol. 1, complete; also a copy of June, 1877; and the title pages and indexes to vols. 9 and 29.
Moreau de St. Mery, Saint Domingue.
North American Review, 1880 to 1920
Niles' Register, vols. 4 and 63.
New York Historical Society's Collections, vols. 25 to the end.
Scott, American Negro in the World War.
Thierry, Amadee, Tableau de l'Empire Romain.
Mitchell, Business Cycles.
Prescott, Selections from Critical Writings of Poe.
Adams, Documents relating to New England Federalism.
Berry, Manual of Marching.
Bantell, Roger Sherman.
Buxton, The A. B. C. Home Rule Hand Book.
Crile, Man, an Adaptive Mechanism.
Cunningham, The Reformers and Theology of the Reformation.
Dew, Review of the Debate in the Virginia Legislature, 1831-2.
Dickinson, Revolution and Reaction in Modern France.
Fansler, Types of Prose Narratives.
Gray, Absolute Measurements in Electricity and Magnetism, vol. 2, part 2.
Jones, Life of Andrew Jackson.
Jones, Mathematical Wrinkles.
Leger, History of Austro-Hungary.
Loeb, Dynamics of Living Matter.
McClure, Abraham Lincoln's Speeches.
McConachie, Congressional Committees.
Metternich, Prince, Memoirs, 8 vols.
Moore, Wilczynski, Mason, The New Haven Mathematical Colloquium.
Newell, The Legend of the Holy Grail, 1902.
Pearce, Philosophical Meditations.
Ridgeway, The Origin of Tragedy.
Riley, American Thought from Puritanism to Pragmatism.
Russell, Co-operation and Nationality.
Schelling, Philosophy of Art.
Smith, Number Games and Number Rhymes.
Strobel, The Spanish Revolution, 1868-1875.
Tarbell, Napoleon's Addresses.
Aquinas, Of God and His Creatures.
Thurston, Handbook in Annexation of Hawaii.
Vetzthum von Eckstadt, Reminiscences of, ed. by Henry Reese.
Lang, Clyde Mystery.
Croiset, Aristophanes and the Political Parties at Athens.

Cole Book & Art Co., 123 Whitehall St., Atlanta, Ga.

Omega, or the Last Day of the World, Flammarion.

Columbia University Library, New York City

Renn, G. B., Practical Auditing, latest ed., Renn.
Adams, Finance, Holt, latest ed.
Dun's Review, nos. for Jan. 10, 1920 and May 8, 1920.
Fletcher, Relig. of Beauty in Women, 1911, Macmillan.
Boas, Anthropology, Columbia University Lectures.
Baur, R. V., Catalogue of the Rebecca Darlington Stoddard Collection of Greek and Italian Vases, Yale Univ. Press, 1921.
Chase, G. H., Catalogue of the Arretine Pottery in the Museum of Fine Arts, Houghton, 1916.
Theophrastus, Characters, tr. by R. T. Clark, Universal lib., Dutton, 1913.
Weinel, St. Paul, the Man and His Work, Putnam.
Peters, J. P., Early Hebrew Story, Putnam.
Index for Iron Age. Jan.-June, 1921, vol. 107.

Columbia University Press Bookstore, 2960 Broadway, New York

Clemenceau, South America of to-day.
Vitry, Michel Colombe et la Sculpture Francaise.
Koechlin & Marquet de Vasselot, La Sculpture de Troye.
Pottier, Catalogue des vases antiques de terre cuite au Musee du Louvre, 3rd ed., 1887.
Anderson & Spiers, Architecture of Greece.
Wulff Oskar, Altchristliche und Byzantinische Kunst, 2 vols.
Herbert, Illuminated Manuscripts, 1911.

Covici-McGee, 158 W. Washington St., Chicago, Ill.

Pugin, Augustus, Gothic Architecture, set of 6 vols. or any odd vols.

R. Davis, 49 Vesey St., New York, N. Y.

History of American Fauna, by Holder, 3 vols.
Marbois History of Louisiana.
Other Louisiana Items.
List of Books on General Lee.

The Public Library, Detroit, Mich.

Andreev, Anathems.
Besier, Don.
Hauptmann, The Weavers.
Hazelton, Yellow Jacket.
Kenyon, Kindling.
Wagner, Art Theories.
Abbott, Life and Literature of the Ancient Hebrews.
Abelard & Heloise ed., by Richardson.
Clemens, Double-Barrelled Detective Story.
Eaton, Green Trails and Upland Pastures.
Griffis, Pilgrims in Their Three Homes.
Murray, Stoic Philosophy.
Rinehart, Tenting Tonight.
Terhune, Story of Damon and Pythias.
Wells, A Modern Utopia.

DeWolfe & Fiske Co., 20 Franklin St., Boston, Mass.

Balcony Days, by Grace King.
The Moon, Pickering.
Max and Maurice.

Dixie Business Book Shop, 140 Greenwich St., New York, N. Y.

Social Value, Anderson.
Encyclopaedia Britannica, Cambridge ed.

Doubleday, Page Book Shop, 920 Grand Avenue, Kansas City, Missouri

Davis, Wallace Rhodes.
Gilson, In the Morning Glow.
Carl's Home.
Scott, Black Beard the Curse of the Coast.
Rush, Books on the Voice.
Guimett, Books on the Voice.
Ray, Old Practical Arithmetic.
Webster, Old Blue Back Speller.
McCabe, Tyranny of Shams.
Barber, American Glassware.
Yexall, Collecting Old Glass.
Oliphant, Makers of Modern Rome.
Wilson, Bunker Bean.
Liliencrantz, Thrall of Lief the Lucky.
Sedding, Garden Craft, Old and New.
Downing, Rural Essays.
Donald, Fragrant Flowers and Leaves.
Walpole, Essays on Modern Gardening.
Page, Life of John Hunter.
Peebles, How to Live a Century and Grow Old Gracefully.
McConville, The Rosary.

James F. Drake, 4 West 40th St., New York, N. Y.

Van Loon, The Story of Mankind, 1st ed.
Seymour, Woodhull, 1st ed.

E. P. Dutton & Co., 681 Fifth Ave., New York, N Y.

American Historical Review, complete set.
Barbers, American Glass.
Baum, Alternating Current Transformer.
Beerbohm, Yet Again, 1st ed.
Cleeve, Lazarus.
Cox (R.), Adventure On the Columbia River, 1832.
Cherubini, Treatise on Palestrinae.
Chimney Tops of Old Haddam.
Deshunbert, An Ethical System Based on the Laws of Nature.

BOOKS WANTED—*Continued*

E. P. Dutton & Co.—Continued

Dickens, Magic Fish Bone.
Hamilton, The Blindness of Virtue.
Heneby (D.), Treatise on Irish Music.
Hume, Courtships of Queen Elizabeth.
Kelley, The Assyrian Bride.
Lageroff, Gosta Berling, L. P. Illustrated ed. only
Leroux, The Mystery of the Yellow Room.
Mott (L. F.), System of Courtly Love.
Osborne, The Blue Buckle.
Parloa's New Cook Book.
Rules of Russian Bank, Printed for Sale by Brokaw.
Roosevelt (Theo.), Thomas Hart Benton, Boston, 1887.
Robinson (Edgar Allington), Children of the Night, 1st ed., 1897 (6?); Captain Craig (Houghton), 1901 (2?), 1st ed.; The Man Against the Sky (Macmillan), 1916, 1st ed.
R. K. Monograph, 1897.
Reach's Official Baseball Guide, 1883, 1884, 1885, 1886, 1890, 1891, 1892, 1893, 1894, 1895, 1896, 1897, 1898, 1899, 1900, 1901, 1902, 1903, 1905, 1906.
Root (G. L.), History of the Arabic Orders of the Nobles of the Mystic Shrine of N. A., Peoria, 1903.
Rolland, Ceasar Franck.
Ricci, Song Trick.
Spalding's Official Athletic Almanac, 1893, 1894, 1895, 1897, 1898, 1899, 1900, 1901, 1902, 1903, 1907.
Spalding's Official Baseball Guide, 1877, 1878, 1879, 1880, 1881, 1882, 1891, 1893, 1894, 1896, 1897, 1900, 1905.
Spalding's Official Football Guide, 1892, 1893, 1894, 1897, 1898, 1899, 1901, 1904, 1905, 1906, 1908.
Spalding's Official Baseball Record, 1909.
Stockton (Hough John), Medical Incunabula.
Sage, Salmon and Trout, 10 copies.
Sabatini, Sea Hawk.
Swift (Mary J.), First Lessons in National Philosophy for Children.
Twain (Mark), Works, Edition de Luxe, vols. 3, 4, 5, 9, 12, 13, 16 and 23.
Tatlock and Mackay, A Modern Readers Chaucer. With the colored illustrations.
Warrens' Household Physician.
Wright (J. H.), Life of Richard F. Burton.

East and West Book Shop, 1534 State Street, Santa Barbara, Cal.

Taxation and Distribution of Wealth, F. Mathews.
Lettres de Synesius, Traduction de Lapatz.
A Stolen Treasure, Pyle.
Translation of a Savage, Gilbert Parker.
Man's Moral Nature, R. M. Bucke.
Notes and Fragments, R. M. Bucke.

Edw. Eberstadt, 25 W. 42nd St., New York, N. Y.

California, Oregon, Wyoming, Utah, Montana and the Far West; Books, pamphlets, maps and manuscripts urgently wanted. Any and all items; price no object; spot cash with order. Attention to this notice will prove a source of continuous profit.
Bret Harte, M'liss, first edition.

Paul Elder & Co., 239 Post St., San Francisco, Cal.

Lathrop, Spanish Vistas.
Tchaikovski, Life and Letters.
Bowen, Viper of Milan.
Grimm, Life and Times of Goethe.
Conversations Between Eckerman and Goethe.
Bryant, The Princess Cynthia.
Wagner, Courage.
Quackenbos, Body and Spirit.

Electrical School, 39 W. 17th St., New York

American Farmer, 1819-1831.
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Genealogy, Delano, 1899.
Higley, gen., 1896.
Ladd, gen., 1890.
Lee, genealog. table, 31 pp., 1851.
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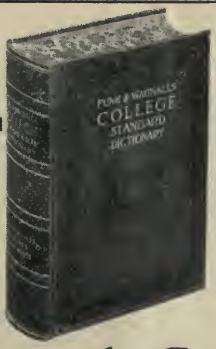

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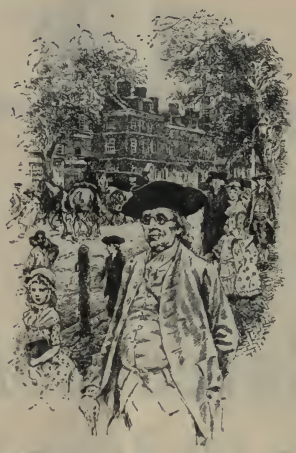

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